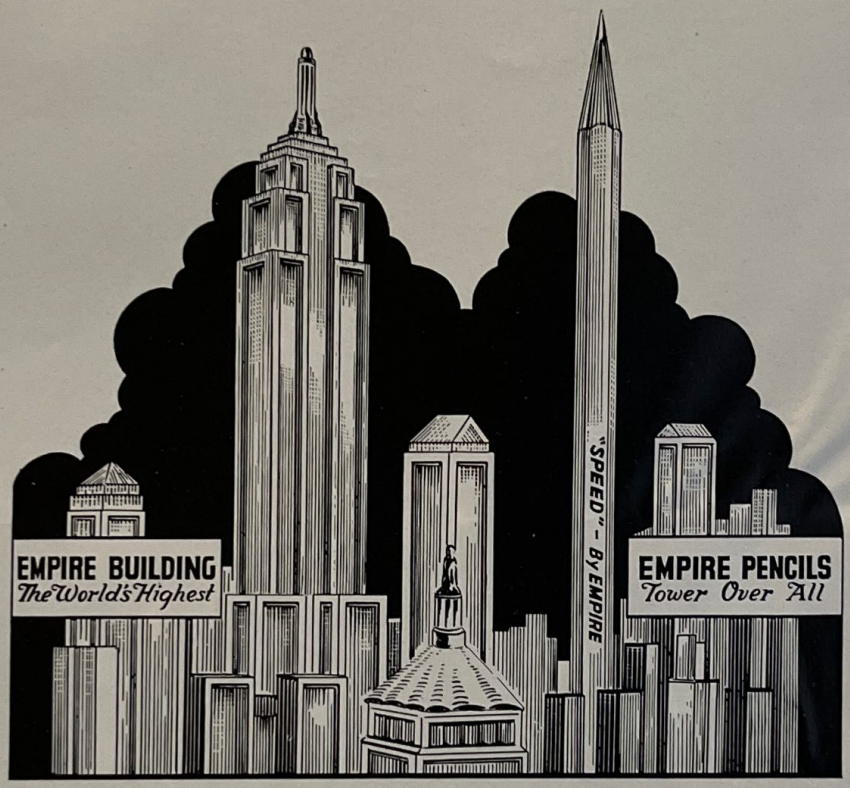
EMPIRE
PENCILS

CATALOG

EMPIRE PENCIL COMPANY

SHELBYVILLE, TENNESSEE • "THE PENCIL CITY"

EMPIRE PENCIL COMPANY
CATALOG



A general description of the leading numbers
of high-grade pencils, etc., as manufactured
by the Empire Pencil Company

EMPIRE PENCIL COMPANY

ESTABLISHED 1900

SHELBYVILLE, TENN.

"The Pencil City"

"Just What Is Service"

"SERVICE" is that which produces satisfaction and makes you want to continue your patronage. "SERVICE" is more than merely selling something. It consists of selling the RIGHT THING at the RIGHT PRICE in the RIGHT WAY. Empire Pencil Company does that.

"Anchord" (Pat. App. For) LEAD

Many of our leading brands feature "ANCHORD" Leads, developed in our own laboratory, based on an entirely new principle, and we believe "ANCHORD" Lead is the strongest 100% Ceylon graphite lead ever made. This new process developed by us actually anchors the lead to the wood making it inseparable.

All pencils illustrated in this catalog indicated by this TRADEMARK can be had with "ANCHORD" Leads at a slight additional cost.

EMPIRE PENCILS
FEATURING
"ANCHORD" LEADS

INDICATED
BY THIS
TRADEMARK

I AM THE PENCIL

I AM THE PENCIL, the first chronicler of new-born thought. I come from the sleeping graphite beds, and the balsamic frills of kingly cedars. In my heart I carry the black carbon of Pluto's world—half-brother to the diamond.

"I memorandum the business of continents, and strike the trial balance in the traffic of nations. I am the hub in the wheel of theory—the keystone in the structure of fact.

"I note the doings of the world in the dizzy hours of the morn while presses wait like couchant beasts to fling my efforts to sleeping millions. I am man's best friend. I am his only confidant.

"I am the major factor in the world's great things, and millions of nervous fingers fondle me every hour. I make the creed of yesterday and the statute of tomorrow, and plan and perpetuate the accomplishments of man. With me the pale-faced scholar summons Grant and Lee and Moltke and Hannibal, and makes their phantom armies shake the world once more.

"I tabulate the passing of kings and, alike, the data from the crucibles of wizard men whose alchemy distills new brews to baffle death. I trace the drunken letters of the child whose dimpled fingers try to ape the art of Spencer. I sketch the song of the eager poet, and trace again the battle march of Alexander.

"I am the democrat, the whittled comrade of the ragged urchin, confidant of the diplomat, bookkeeper of the lonely shepherd upon the mountain side.

"I am the cosmopolitan, known in every mart where money clinks, in every port where commerce spreads her sales, in every town and hamlet where the brain of man connives. I am the pencil and my mission is service."

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NOTE: We specialize in making pencils to order in any size, shape or finish. We invite your inquiries.

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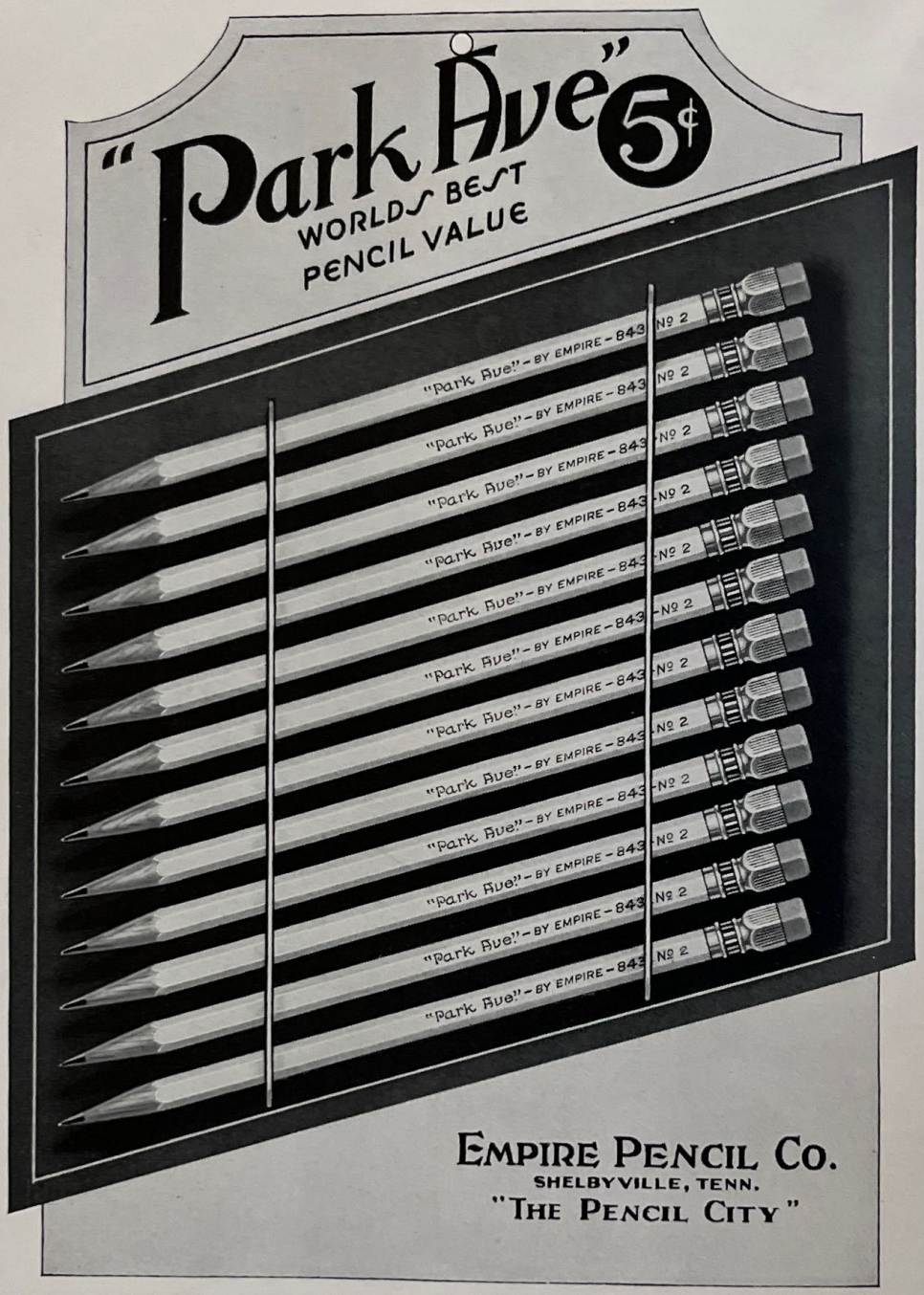
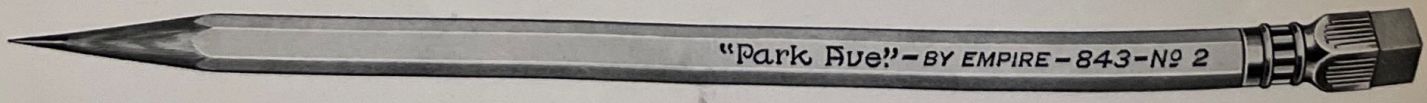
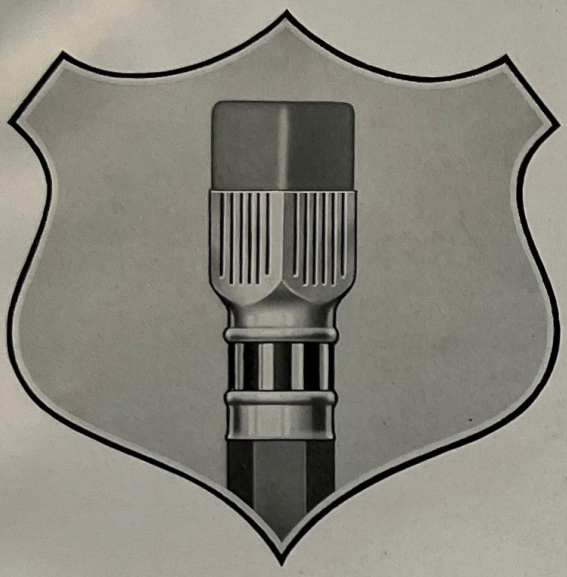


"ANCHORD" LEADS
TRADE MARK
INSEPARABLE



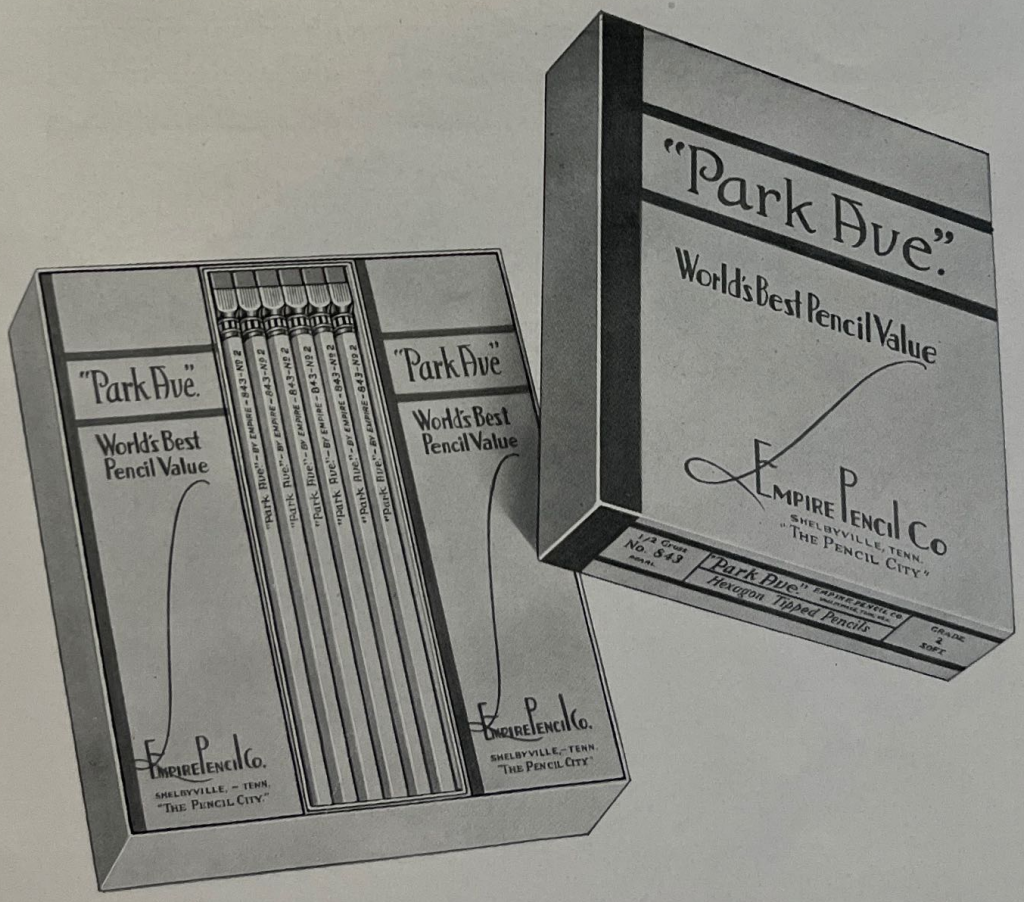
843-C PARK AVE. Hexagon shape, Cream Pearl finish, large square decorated patented ferrule, large red eraser. Degrees: 1, 2, 2F, 3, 4. Sharpened, packed one dozen on easel back display card.



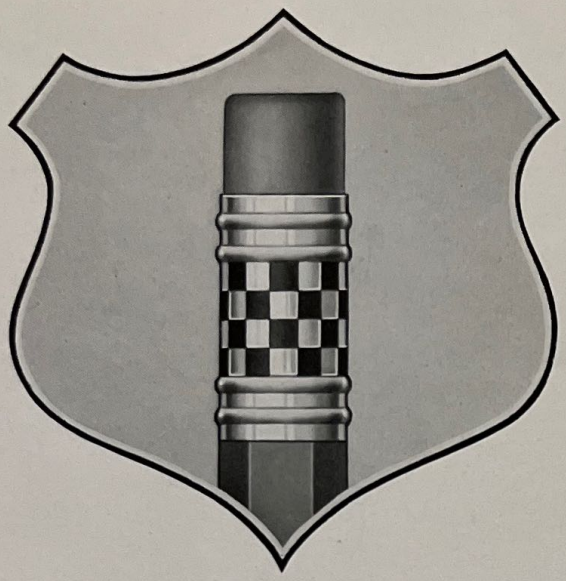
The "PEER" of all Five-Cent Pencils

"ANCHORD" LEADS TRADE MARK INSEPARABLE

PATENTED
U.S.A. No. 104522



843 PARK AVE. Hexagon shape, Cream Pearl finish, large square decorated patented ferrule, large red eraser. Degrees: 1, 2, 2F, 3, 4. Packed one dozen in box, ½ gross in carton.



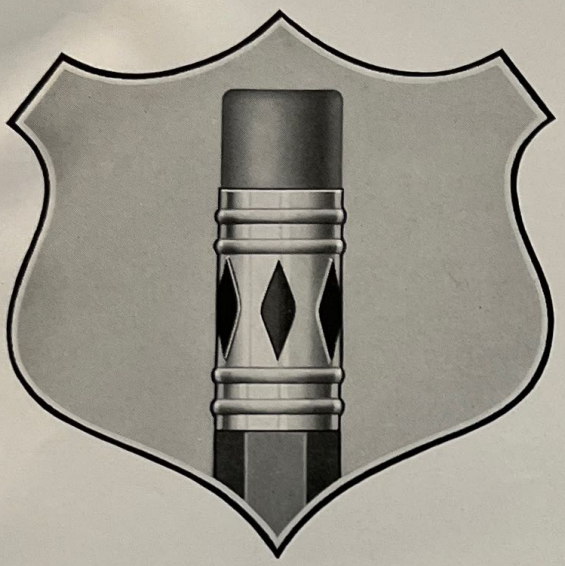
PATENTED
U.S.A. No. 104523

MANDREL

A Dignified, Outstanding Commercial Number

Note — Special Imprint orders accepted on this number.

882 MANDREL. Hexagon, yellow finish, decorated patented gilt tip, red eraser. Degrees: 1, 2, 2F, 3, 4. Banded in dozens, ½ gross in a box.



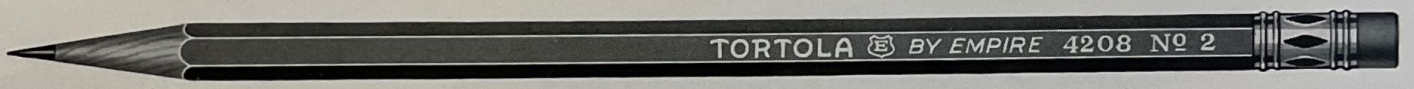
PATENTED
U.S.A. No. 112582

TORTOLA

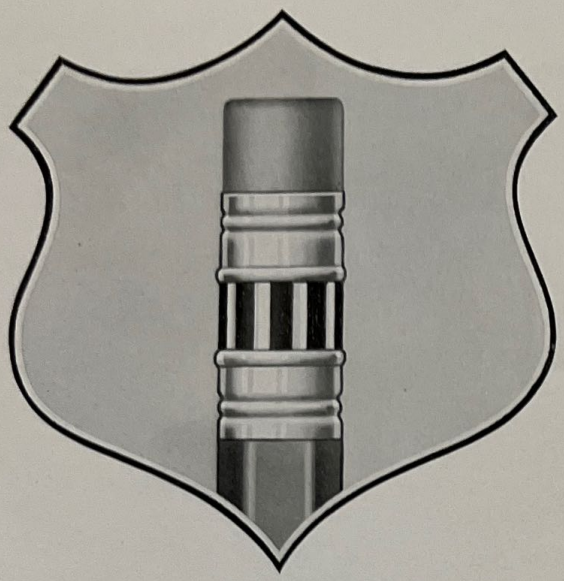
Has all the earmarks of an ordinary 5c pencil yet it can be retailed at a lower price and show a big profit.

Note — This number can be had with special imprints.

"ANCHORD" LEADS TRADE MARK INSEPARABLE



4208 TORTOLA. Hexagon with round corners, yellow finish, decorated patented gilt tip, red eraser. Degrees: 1, 2, 2F, 3, 4. Banded in dozens, ½ gross to a box.



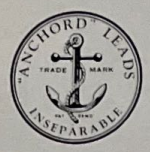
PATENTED
U.S.A. No. 104522

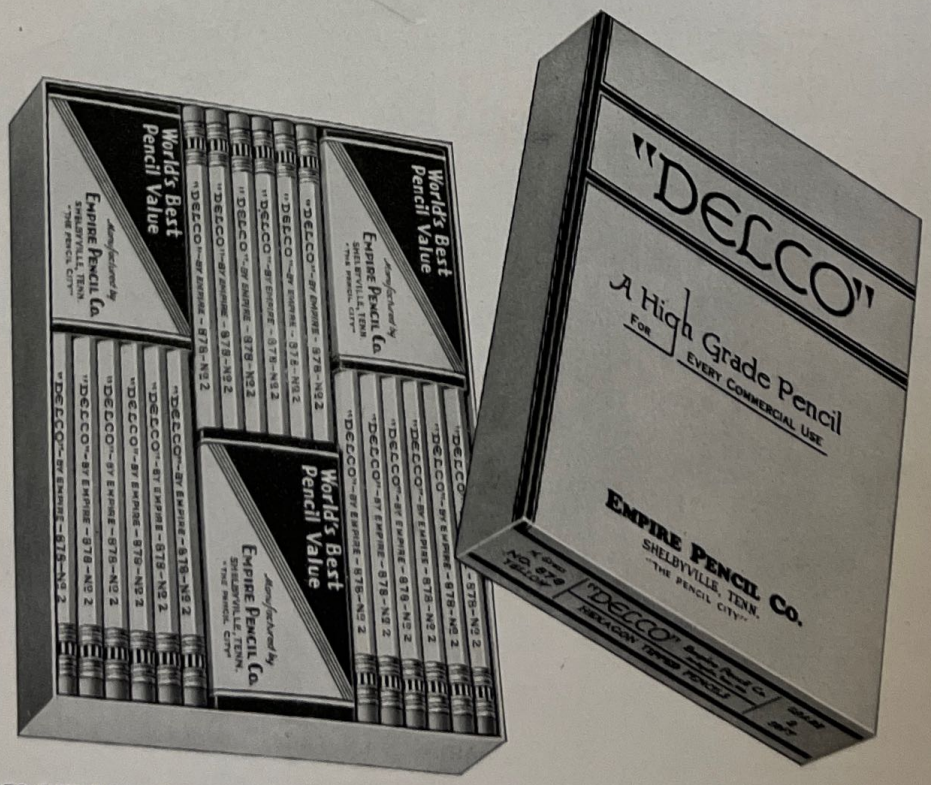
DELCO

Stationer's Favorite

An outstanding, high grade commercial pencil with individuality.

Note — Make this your special imprint number.





878 DELCO. Hexagon with round corners, yellow finish, decorated patented gilt tip, red eraser. Degrees 1, 2, 2F, 3, 4. Banded in dozens, ½ gross in box.

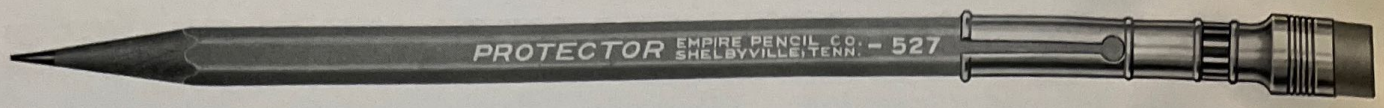
878-C DELCO. Same as above, except Cream Enamel finish.

88 ARCO. Hexagon with round corners, yellow finish, gilt tip, red eraser. Degrees: 1, 2, 2F, 3, 4. Banded in dozens, ½ gross in box.

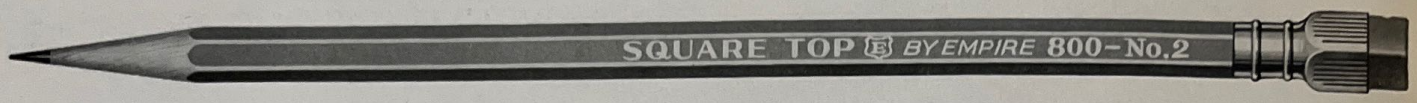
"ANCHORD" LEADS TRADE MARK INSEPARABLE

DD ARCO DD
World's Best Pencil Value
EMPIRE PENCIL CO
SHELBYVILLE, TENN.
"THE PENCIL CITY"
½ Gross No. 88 Yellow
"ARCO" EMPIRE PENCIL CO. SHELBYVILLE, TENN. HEXAGON TIPPED PENCILS
GRADE 2 MEDIUM
World's Best Pencil Value
Manufactured by EMPIRE PENCIL CO. SHELBYVILLE, TENN. "THE PENCIL CITY"

The above illustration shows the packaging of this number. It is an outstanding, good writing, inexpensive pencil for special imprints. Especially adapted for office use. Made in five degrees. Colors, optional, unless special color is requested, this number will be furnished in all yellow.



527 PENCIL AND PROTECTOR. Round hexagon, grade 2, six-inch pencil, sharpened, with 2-inch gilt oversize, patented, decorated point protector and oversize red eraser. Packed one dozen in a box, ½ gross to a carton, also packed one dozen on a card. (See page 27.)

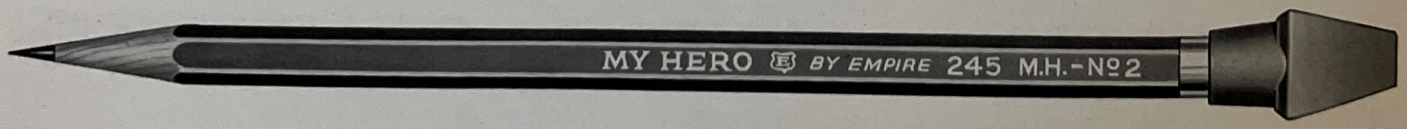


800 SQUARE TOP. Hexagon shape, assorted pin stripes with large square ferrule and oversize red eraser. Degrees: 2, 2F, 3. Banded in dozens, ½ gross in flat display box.

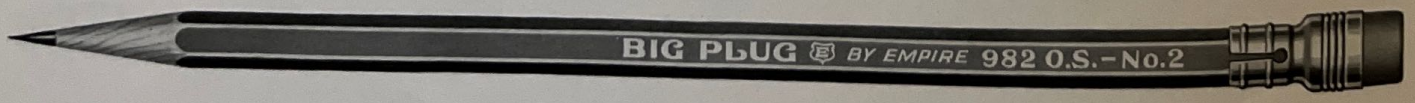
"**Peer** of all 2 for 5c pencils." Actually in a class by itself. (This number can also be had in any finish upon request.)

981 NORMUS. Hexagon, assorted finishes, with white pin-striped edges, removable, oversize, slip-on, gilt tip, red eraser. Degrees: 2 and 3. Banded dozens, ½ gross in flat display box. (See page 39.)

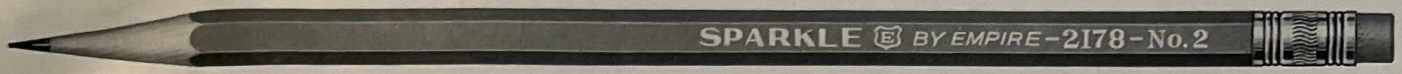
4228 FLARE TOP. Hexagon shape, with oblong ferrule, as illustrated, and large red eraser. Finishes optional, unless special finish requested, this pencil will be shipped in assorted pin stripes. Degrees: 2 and 3. Banded in dozens, ½ gross in flat display box.



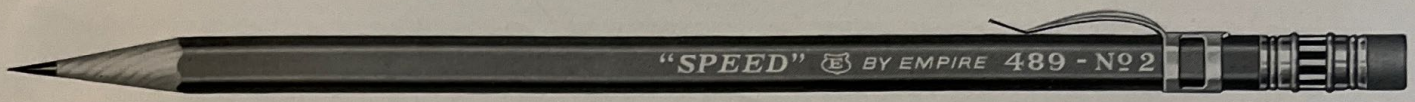
245-MH MY HERO. Hexagon with flat wedge shape oversize red eraser, decorated with gilt band as illustrated. Attractive assorted pin stripe finishes. Degrees: 2 and 3. Banded in dozens, ½ gross in flat display box.



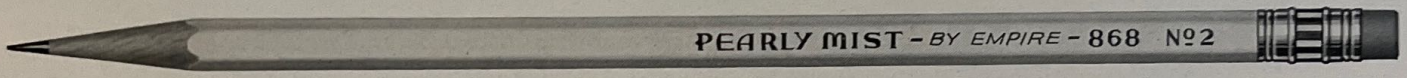
982 BIG PLUG. Hexagon, assorted pin stripes or all yellow, with medium large oversize slip-on ferrule and red eraser. Degree 2. A good 2 for 5c item showing a long profit. Banded in dozens, ½ gross flat display box.



2178 SPARKLE. Hexagon, assorted iridescent finishes, gilt tip, red eraser. Degrees: 2, 2F, 3. Banded in dozens, 1/2 gross to a box.



489 SPEED. Hexagon with round corners, cream pearl finish with decorated patented gilt tip, red eraser, with pocket clip. Degrees: 1, 2, 2F, 3 and 4. Packed in individual dozen boxes, 1/2 gross to a carton, can also be had packed on display card. (See Page 26.)



868 PEARLY MIST. Hexagon with round corners, Cream Pearl finish, with decorated patented gilt tip and red eraser. Degrees: 2, 2F, 3. Packed in individual dozen boxes, 1/2 gross to a carton.

332 TU-KOLOR. Hexagon, assorted pin stripes with gilt tip, red eraser. Degrees: 2, 2F, 3. Banded in dozens, 1/2 gross to a carton.

938 DIGNITY. Hexagon, assorted mother of pearl finishes, with gilt tip, red eraser. Degrees: 2 and 3. Banded in dozens, 1/2 gross in box. Very attractive, all its name implies.

510 MODERNISTIC. Hexagon, assorted marbleized finishes, with gilt tip, red eraser. Degree 2. Banded in dozens, 1/2 gross in box. (Also Flat Display Box.)

89 ARCO. Round, yellow, with gilt tip, red eraser. Degrees: 1, 2, 2F, 3, 4. (Can be had in any color upon request.) Banded in dozens, ½ gross to a box.

145-A APEX. Hexagon, all yellow or assorted plain colors, with gilt tip, red eraser. Degrees: 2, 2F, 3. Banded in dozens, ½ gross to a carton.

150 JUNIPER. Round, dark green finish, with gilt tip, red eraser. (Any color can be had upon request.) Degrees: 2, 2F, 3. Banded in dozens, ½ gross in box.

73 SPOTWOOD. Hexagon, assorted mottled finishes, with gilt tip and red eraser. Degree 2. Banded in dozens, ½ gross to a box. (Also flat display box.)

245-G GLO. Round, assorted iridescent finishes, gilt tip, red eraser. Degree 2. Banded in dozens, ½ gross to a box.

838 SHELBY. Hexagon, with round corners, yellow finish, long gilt tip, red eraser. Degrees: 2, 2F, 3. (Can be had in any color upon request.) Banded in dozens, ½ gross in a box.

6938 PUEBLO. Hexagon, yellow, with gilt tip, red eraser. Degrees: 2, 2F, 3. Banded in dozens, 1/2 gross in a box.

5937 GOOD WRITING. Hexagon, with gilt tip, red eraser, assorted colors. Degree 2. Packed bulk in 1/2 or 1 gross boxes.

1736 BOUNCE. Hexagon, nickel tip, white eraser, assorted colors. Degree 2. Packed bulk, 1/2 gross in a box.

1737 BOUNCE. Same as above, except round.

545 TOPPER. 6 1/2-inch hexagon, with nickel tip, white eraser, assorted colors. Degree 2. Packed bulk, 1 gross in box.

5238 PENNY WISE. Hexagon, thin diameter, assorted colors, oversize oval eraser as illustrated. Packed in bulk, 1 gross in a box.

5238-S PENNY WISE. Hexagon, same as above, except assorted pin stripes. The most outstanding penny pencil in the world.

445 LOG. Round, natural cedar finish, white inserted eraser. Banded in square dozens, 1 gross to a box.

300 LET'S PLAY CARDS. Three hexagon pin stripe pencils, 4 inches long, with gilt tip, red eraser, assorted colors. Packed 1/2 gross packages in box. Rapid 5c seller. (A long profit item.)

300-S MEMO PENCIL. Round, thin diameter, 3 1/2 inches long, natural finish. Packed bulk, 1 gross in a box.

301-S MEMO PENCIL. Round, thin diameter, silver finish, 3 1/2 inches long. Packed bulk, 1 gross in a box.

301-G MEMO PENCIL. Round thin diameter, gold finish, 3 1/2" long, packed bulk, 1 gross in a box.

301 LET'S PLAY CARDS. Four hexagon pin stripe pencils, 4 inches long, with gilt tip, red eraser, assorted colors. Packed 1/2 gross packages in a box. Rapid 5c seller.

302 CARD & GOLF. Six hexagon pencils, 3 1/2 inches long, with inserted red rubber, assorted colors. Packed 1/2 gross packages in a box. Rapid 5c seller.

302-S MEMO PENCIL. Round, thin diameter, 3 inches long, plain white pearl finish. Packed bulk, 1 gross in a box.

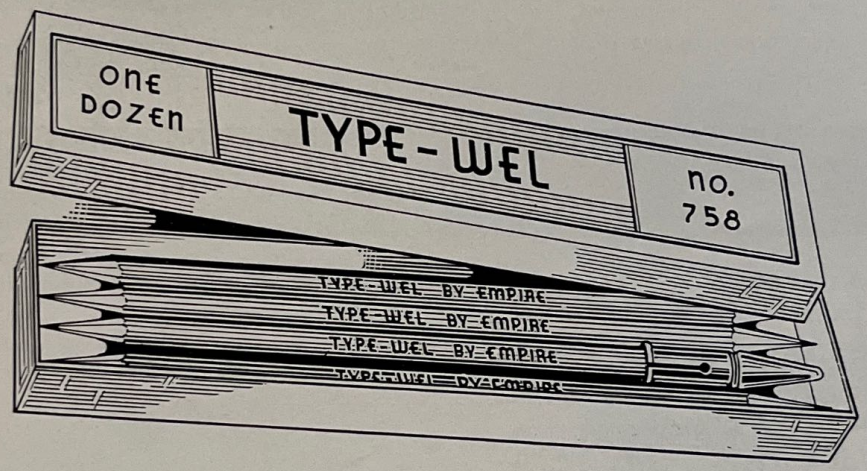
304-S MEMO PENCIL. Round, thin diameter, 3 inches long, white mother of pearl finish. Packed bulk, 1 gross in a box.

304 CARD & GOLF. Eight yellow hexagon pencils, 3 1/2 inches long, packed 1/2 gross packages in a box. Rapid 5c seller.

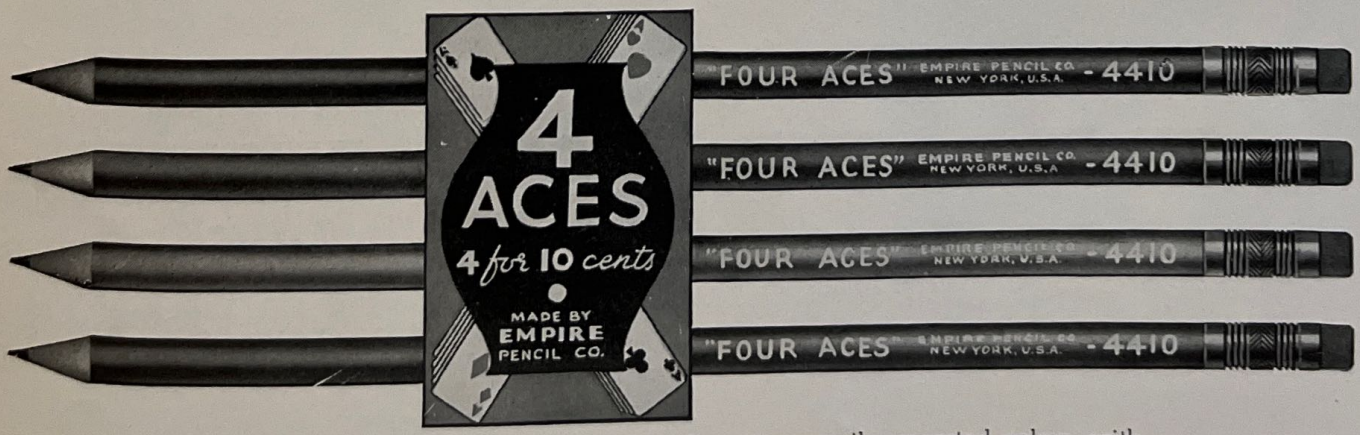
388 OSIRIS. Hexagon, thin diameter for stenographer's use, assorted pin stripes, with gilt tip, red eraser. Packed bulk, 1/2 gross to a box. (Also packed in individual dozen boxes, 1/2 gross to a carton.)

388-S OSIRIS. Same as above, except with large square eraser.

748 TYPIST. Round, thin diameter for stenographer's use, blue only, with gilt tip, red eraser. Packed bulk, 1/2 gross to a box. (Also packed in individual dozen boxes, 1/2 gross to a carton.)



758 TYPE-WEL. Round, natural finish, thin diameter for stenographer's use. Pointed both ends. Packed one dozen in a box with one point protector, 6 boxes in a carton.


4 ACES
4 for 10 cents
MADE BY EMPIRE PENCIL CO.
"FOUR ACES" EMPIRE PENCIL CO. NEW YORK, U.S.A. - 4410
"FOUR ACES" EMPIRE PENCIL CO. NEW YORK, U.S.A. - 4410
"FOUR ACES" EMPIRE PENCIL CO. NEW YORK, U.S.A. - 4410
"FOUR ACES" EMPIRE PENCIL CO. NEW YORK, U.S.A. - 4410

4410 FOUR ACES. Four round, thin diameter pencils, assorted colors, with gilt tip, red eraser, in lithographed holder, 1/2 gross packages to a carton.

808 STUDY. Round, black finish, large diameter with thick lead. This pencil is used in all schools for beginners. Packed bulk, 3 dozen in a box.

683 HUSKY. Round, big diameter, thick lead, assorted marbleized finishes, with gilt tip and red eraser. Packed bulk, 3 dozen in a box. Can also be had packed one dozen on easel back display card (see page 29).

950 CARPENTER. Octagon shape, yellow flat sides and black edges with large flat lead. Packed 1 dozen in a box. (Medium hard lead.)

951 CARPENTER. Same as above, except plain yellow.

952 CARPENTER. Same as No. 950 except hard lead.

6538 VARIEGATE. Round, yellow finish, large thick lead which writes four colors — red, orange, blue and green. A trifle larger in diameter than the ordinary pencil. Banded in dozens, ½ gross to a box.

937 PRESS ROOM. Round, yellow finish, with large soft lead, a trifle larger in diameter than the ordinary pencil. An ideal pencil for newspaper work. Banded in dozens, ½ gross to a box.

93 BIG LED. Round, yellow finish, with medium lead, a trifle larger in diameter than the ordinary pencil. An ideal pencil for checking purposes. Banded in dozens, ½ gross to a carton.

CHINA MARKING. Round with colored leads suitable for marking metal, glass, china, etc. Paint on pencil to match color of lead. Packed in individual dozen boxes, ½ gross to a carton.

8238 Black **8338 Blue** **8438 Red** **8538 Green**

818 SPEED DRAWING. Hexagon, dark green finish. Made in 17 degrees. This is a medium priced high grade drawing pencil. Compare Speed Drawing pencils with other pencils of this type regardless of price. Packed in individual dozen boxes, ½ gross to a carton.

"ANCHORD" LEADS TRADE MARK INSEPARABLE

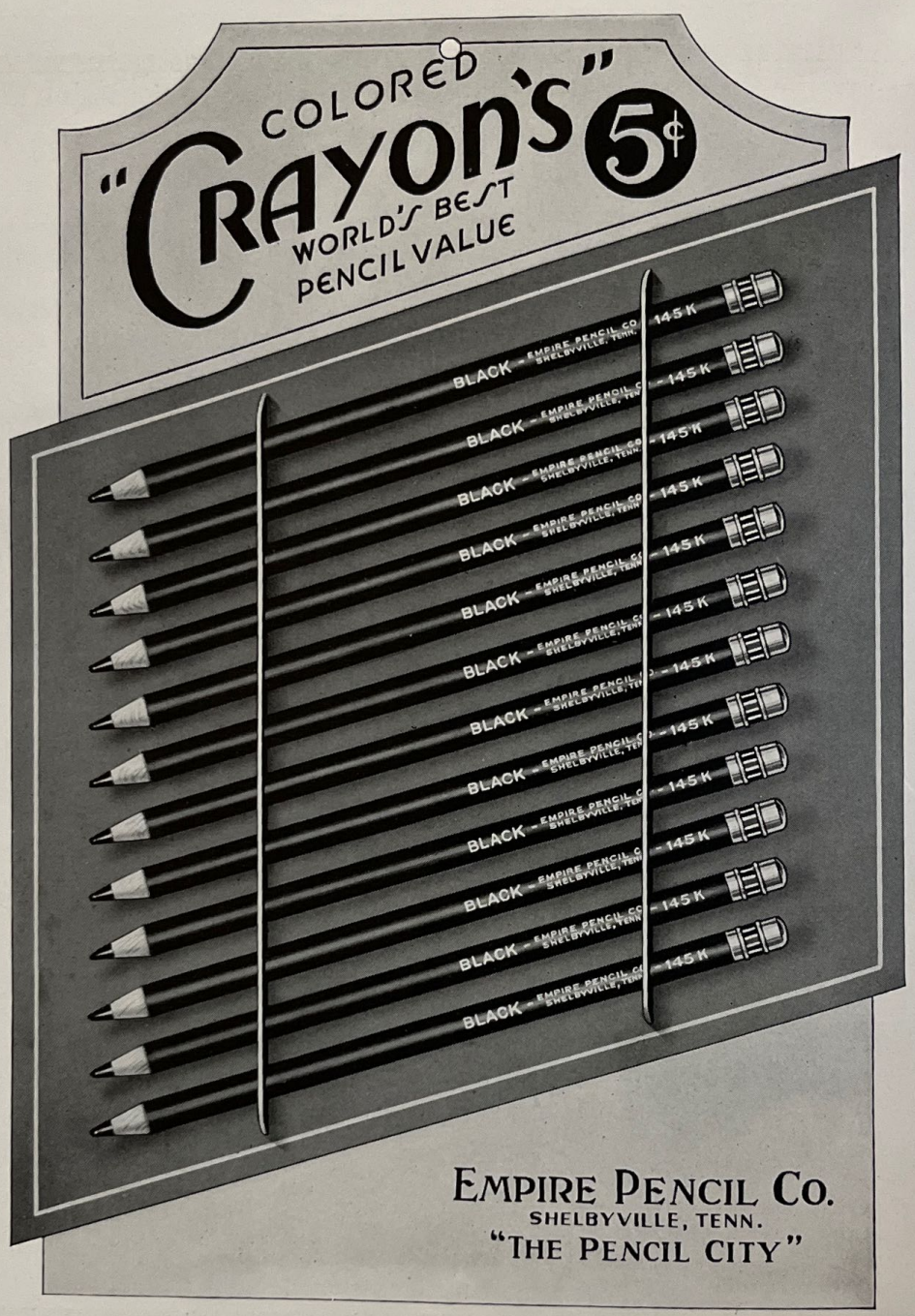
No. 502 Here's An Ideal Inexpensive Gift Appreciated by Everyone!

No. 507 IN SMART SETS FOR YOUNGSTERS. Children delight in having things-of-their-very-own.

INDIVIDUAL INITIAL MONOGRAMMED BRIDGE PENCILS.

Hexagon, thin diameter, cream finish, with square ferrule and red eraser. Packed in monogrammed boxes or pouches.

502 4 in box. **503** 6 in box. **504** 12 in box. **507** 3 in pouch.



"ANCHORD" LEADS TRADE MARK INSEPARABLE

EMPIRE THICK COLORED CRAYONS. Round thick lead colored crayons with decorated patented caps. Pencils painted in color to match lead. Banded in dozens, ½ gross to a carton, also packed one dozen on easel back display card, as illustrated.

146-K Red **147-K Blue** **148-K Black** **149-K Green**

(Any color obtainable upon request)

EMPIRE THICK COLORED CRAYONS. Round thick lead colored crayons, untipped. Pencils painted in color to match lead. Banded in dozens, ½ gross in box, also packed one dozen on easel back display card.

145 Red & Blue Comb. **146 Red** **147 Blue** **148 Black** **149 Green**

(Any color obtainable upon request.)

Empire Copying Pencils

750 INDELIBLE COPYING. Round, purple, medium lead, with metal cap. Packed in individual dozen boxes, ½ gross to a carton.

751 INDELIBLE COPYING. Same as above, except hard lead.

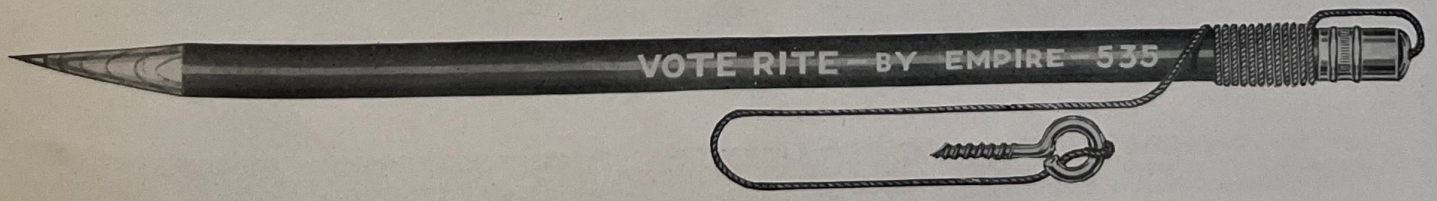
Note — Nos. 750-751 can be had with point protector.

750-U INDELIBLE COPYING. Round, untipped, purple, medium lead. Banded in dozens, ½ gross in a box.

751-U INDELIBLE COPYING. Same as above except hard lead.

Note — Nos. 750-U, 751-U can be had with a point protector.

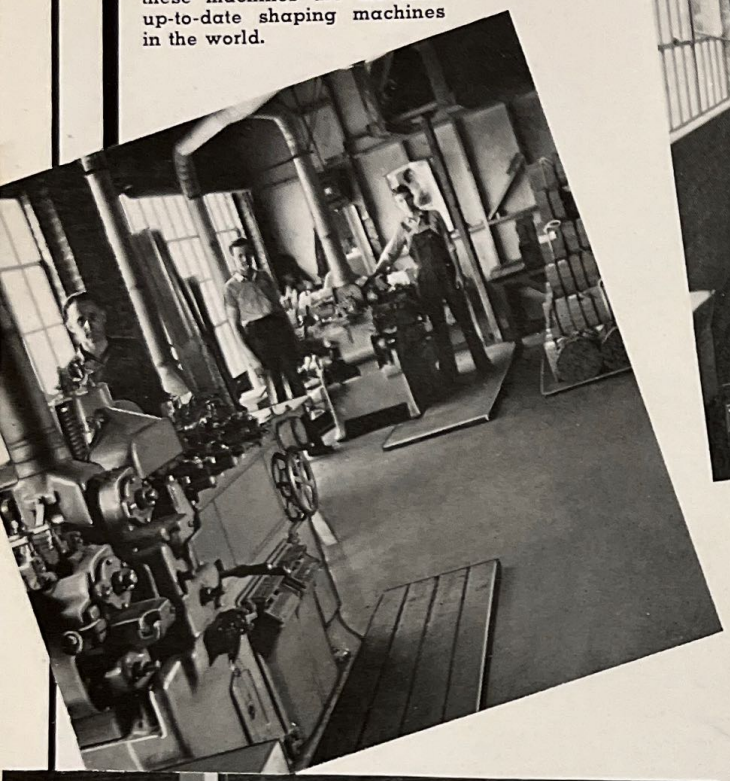
Election Pencils

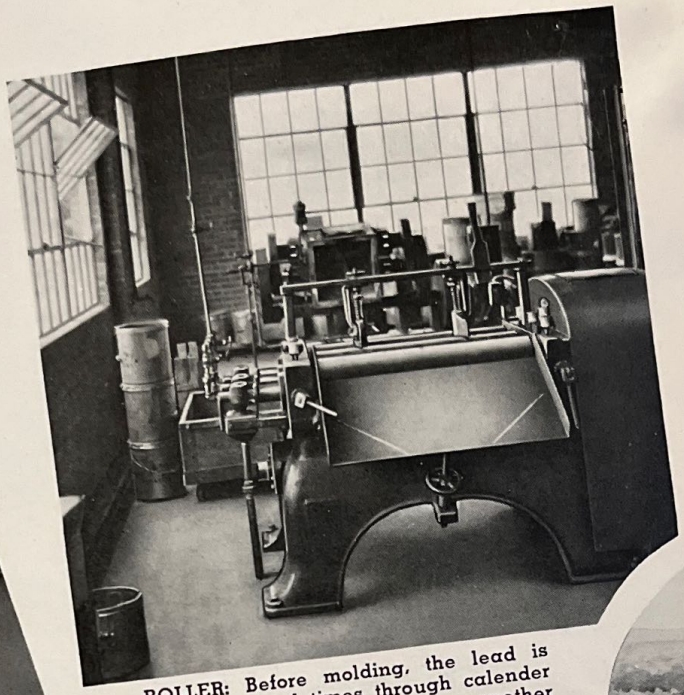


535-V VOTE-RITE. Round, full length pencil, black finish, with gilt tip, screw eye and string. Soft black lead. Sharpened. Packed bulk, ½ gross in a box.

"ANCHORD" LEADS TRADE MARK INSEPARABLE

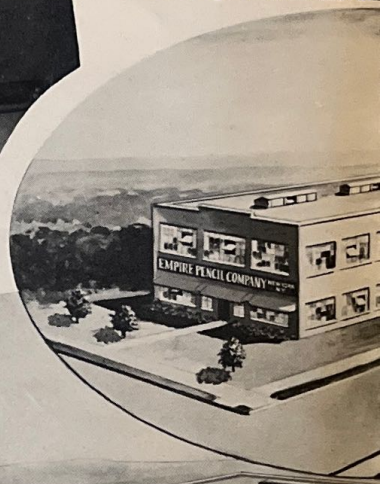
SHAPING DEPARTMENT: These machines travel at the rate of 10,800 revolutions per minute, 8 hour daily output 3,000 gross. As far as we know these machines are the most up-to-date shaping machines in the world.





ROLLER: Before molding, the lead is passed several times through calender machines as the one above, another step to guarantee uniform density of the lead mixture assuring long mileage in writing.

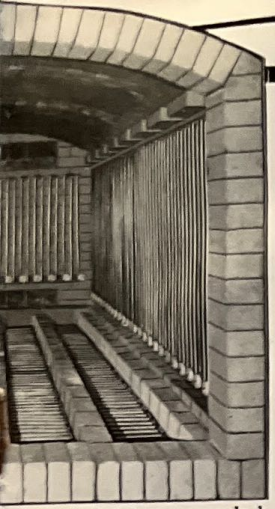
The batch of 3000 gross lea by the newest type of hea automatic recording pyrom alike to guarantee the uni



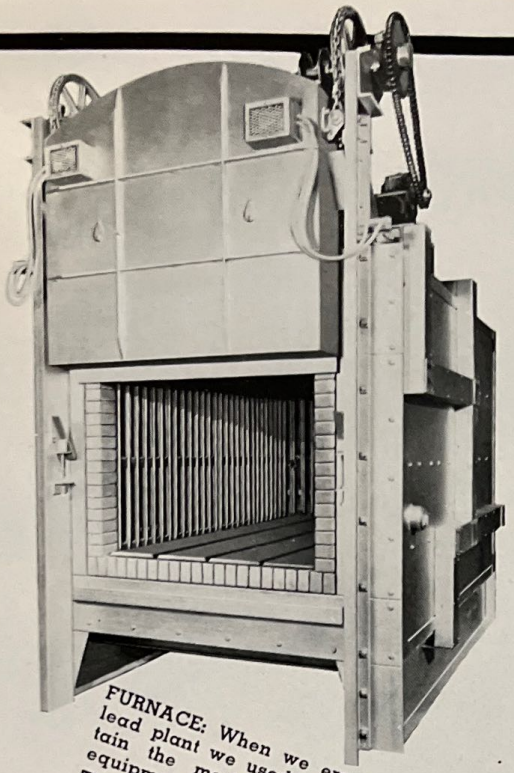
CLAY: The refining of the clay plays a very important part in the making of EMPIRE pencils. In these tanks the clay is treated chemically and every grain of grit removed while the clay remains in colloidal state.

MIXER: For absolute uniformity the lead mixture is thoroughly kneaded while certain chemicals are added, each one contributing its share to the superiority of the EMPIRE pencil.

THESE MODERN
HOME OF EMI

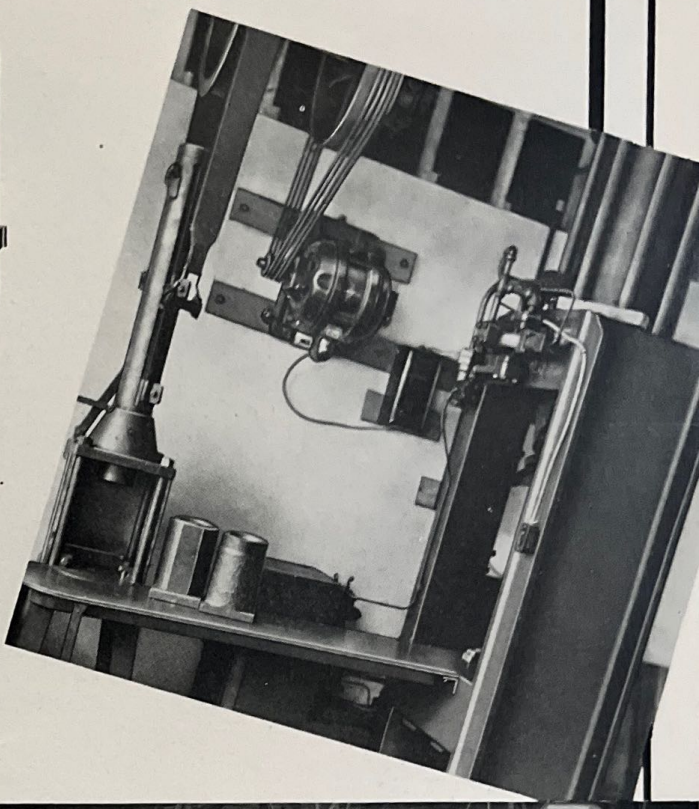


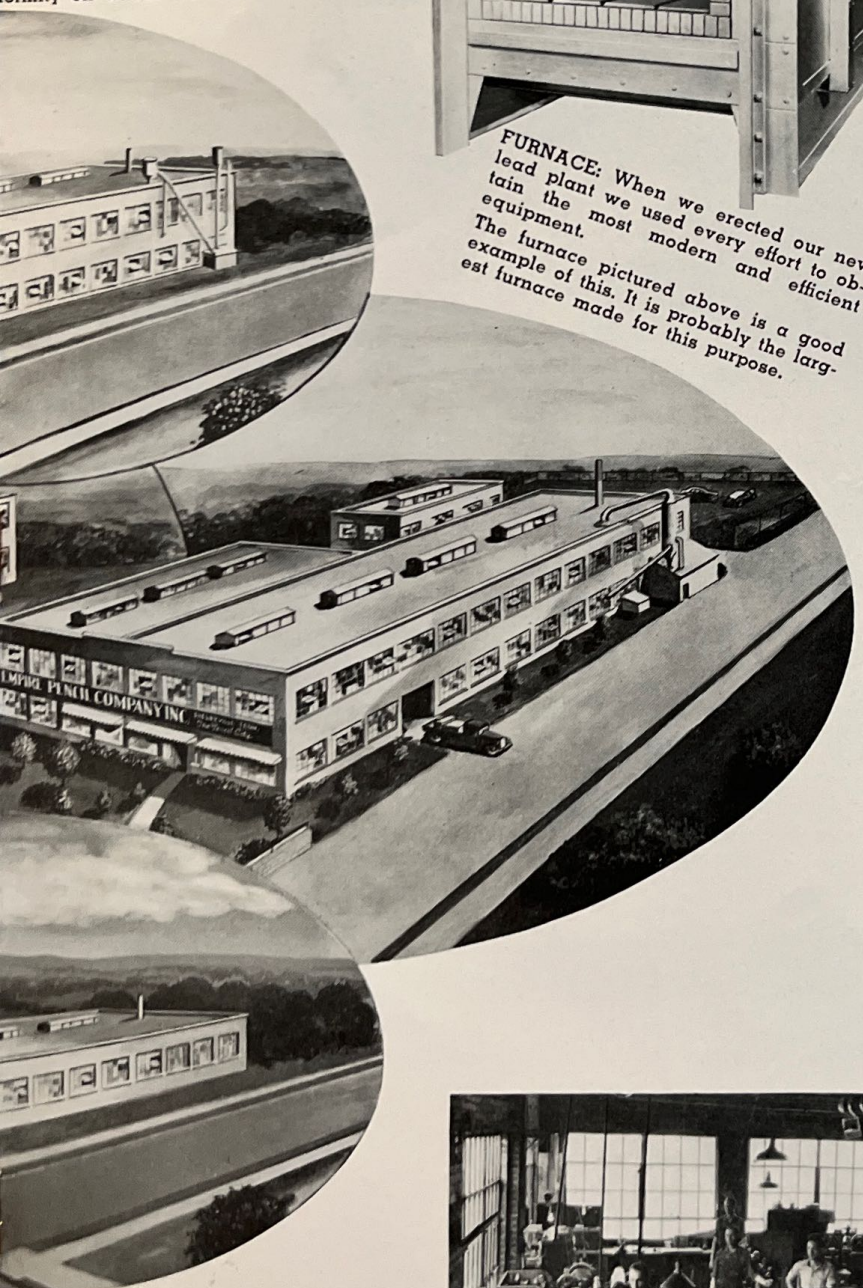
ds is completely surrounded
ting elements controlled by
eters. Every batch is treated
formity on which we insist.

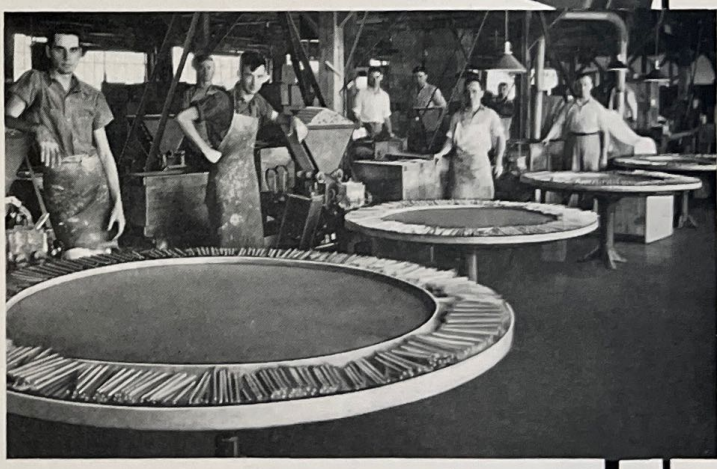


FURNACE: When we erected our new lead plant we used every effort to obtain the most modern and efficient equipment.
The furnace pictured above is a good example of this. It is probably the largest furnace made for this purpose.

HAMMER & PRESS: This picture shows one of the extrusion assemblies consisting of loading hammer, guns and hydraulic press. All air bubbles are eliminated as the mixture is hammered into the guns. The guns are placed in the press and the lead is forced through diamond dies at 80 ton pressure.

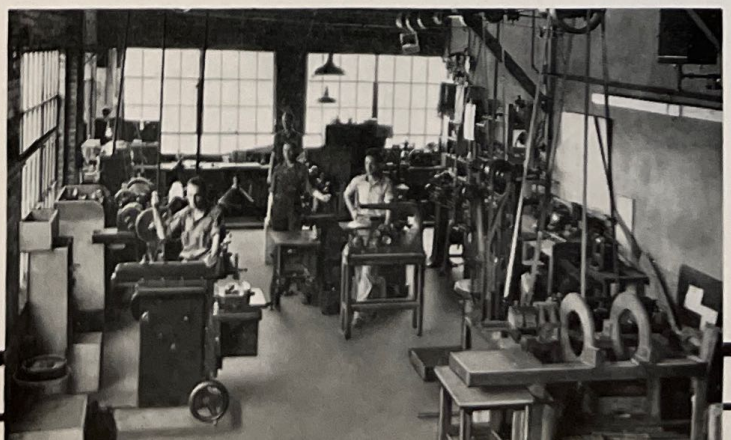






FINISHING DEPARTMENT showing how lead pencils are painted.

PLANTS ARE THE
IRE PENCIL CO.

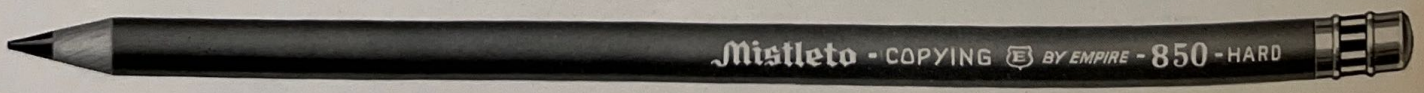


MACHINE SHOP: Corner of Machine Shop where we design and build the greater part of all machinery used in our mammoth up-to-date pencil factories.

EMPIRE COLORED INDELIBLE PENCILS. Hexagon, thin lead indelible pencils with decorated patented caps. The leads in these pencils are strong, durable and retain a fine point. Pencils painted to match color lead. Packed in individual dozen boxes, 1/4 gross to a carton.

535 Red Indelible **536 Blue Indelible**

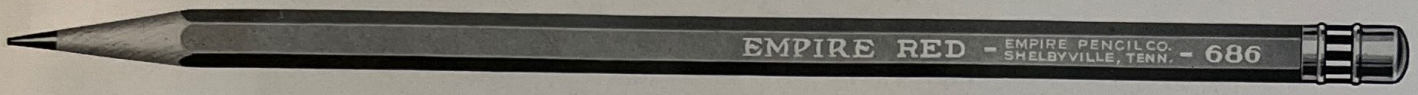
(Any color obtainable upon request.)



850 MISTLETO COPYING. Round, Purple, hard lead, with decorated patented caps. Packed in individual dozen boxes, 1/2 gross to a carton.

851 MISTLETO COPYING. Same as No. 850 except medium lead.
Note: Nos. 850-851 can be had with point protector.

Colored Crayon Thin Lead Pencils



EMPIRE THIN COLORED CRAYONS. Hexagon, thin colored crayons with decorated patented caps. The leads in these pencils are strong, durable and retain a fine point. Pencils painted to match color lead. Packed in individual dozen boxes, 1/4 gross to a carton.

686 Red **687 Blue** **688 Green** **689 Gold** **690 Silver**

(Any color obtainable upon request.)

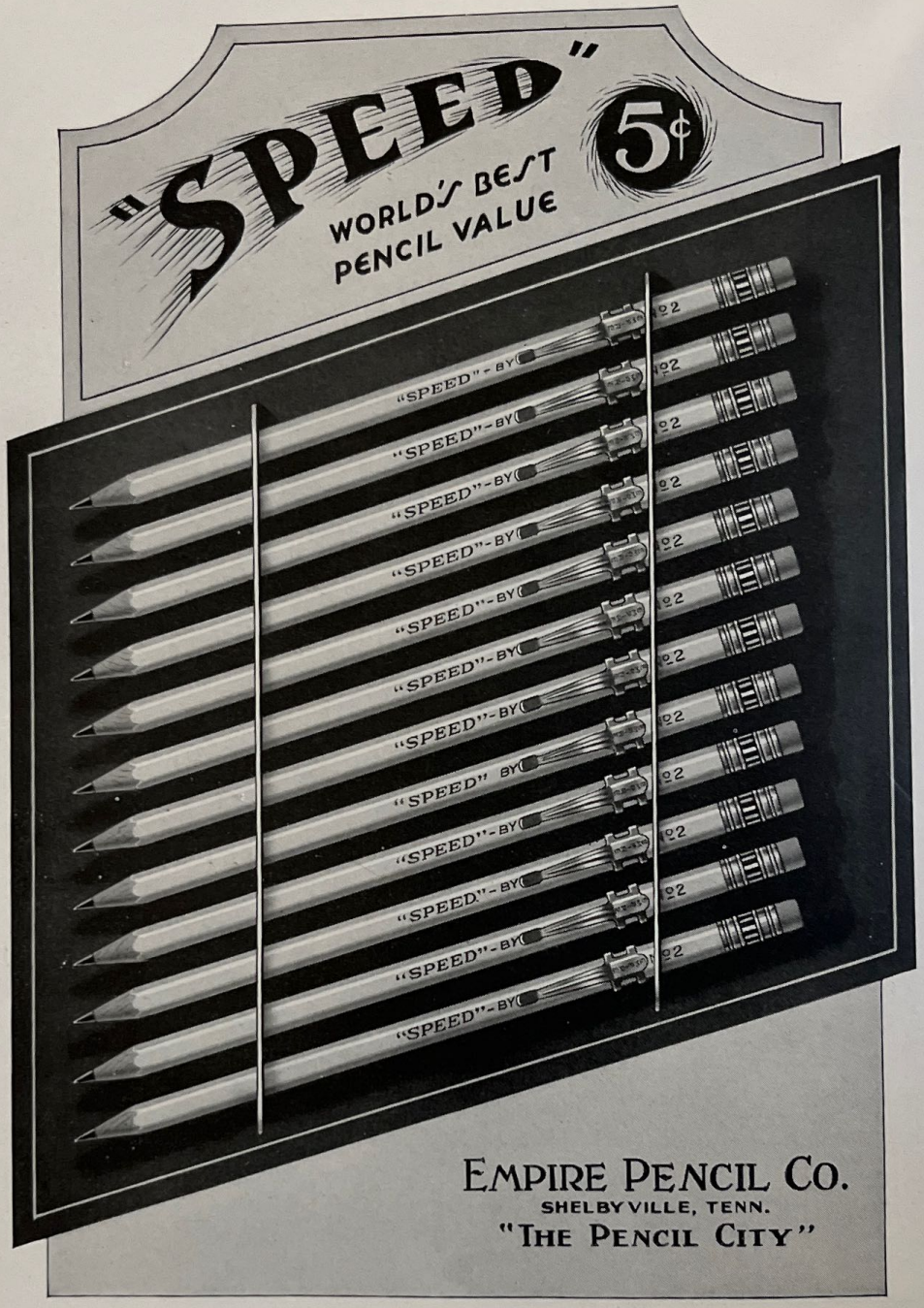
785 EMPIRE RED & BLUE THIN CRAYON COMBINATION. Hexagon shape, one half of pencil painted blue, the other half is painted red, as illustrated. Banded in dozens, 1/2 gross to a carton.

EMPIRE THIN LEAD COLORED CRAYONS. Hexagon, thin colored crayons, untipped. The leads in these pencils are strong, durable and retain a fine point. Pencils painted to match color lead. Packed in individual dozen boxes, 1/2 gross to a carton.

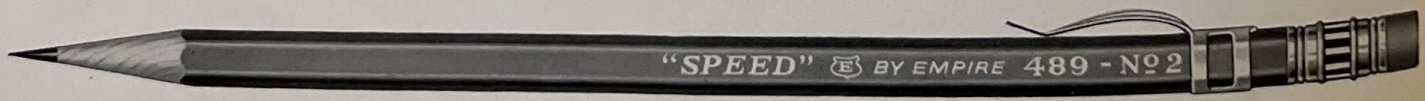
786 Red **787 Blue** **788 Green** **789 Gold** **790 Silver**

NOTE—786-B, 787-B, 788-B, 789-B, 790-B, same type and color pencils as above, except banded in dozens, 1/2 gross to a carton.

(Any Color obtainable upon request.)



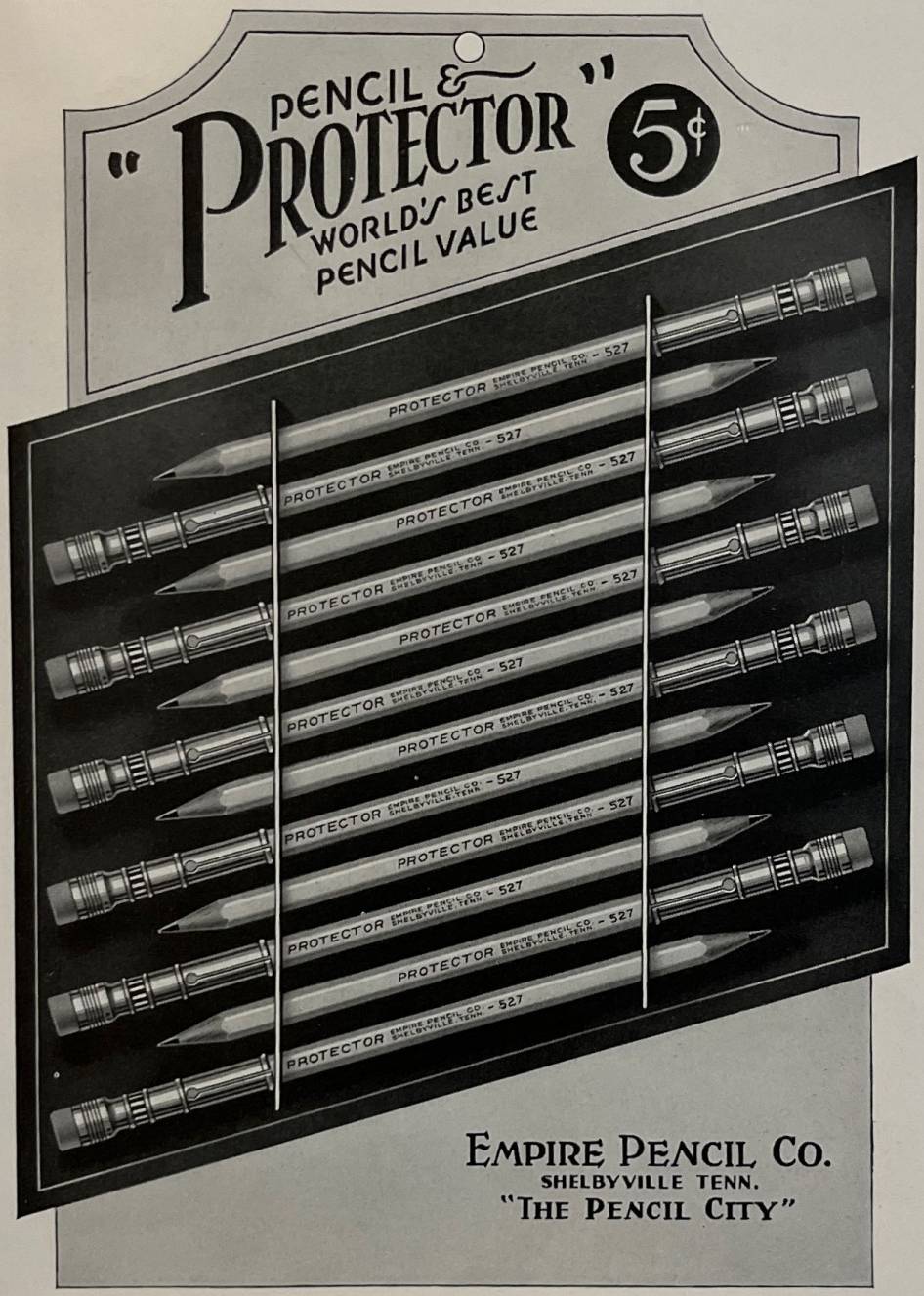
"ANCHORD LEADS" TRADE MARK INSEPARABLE



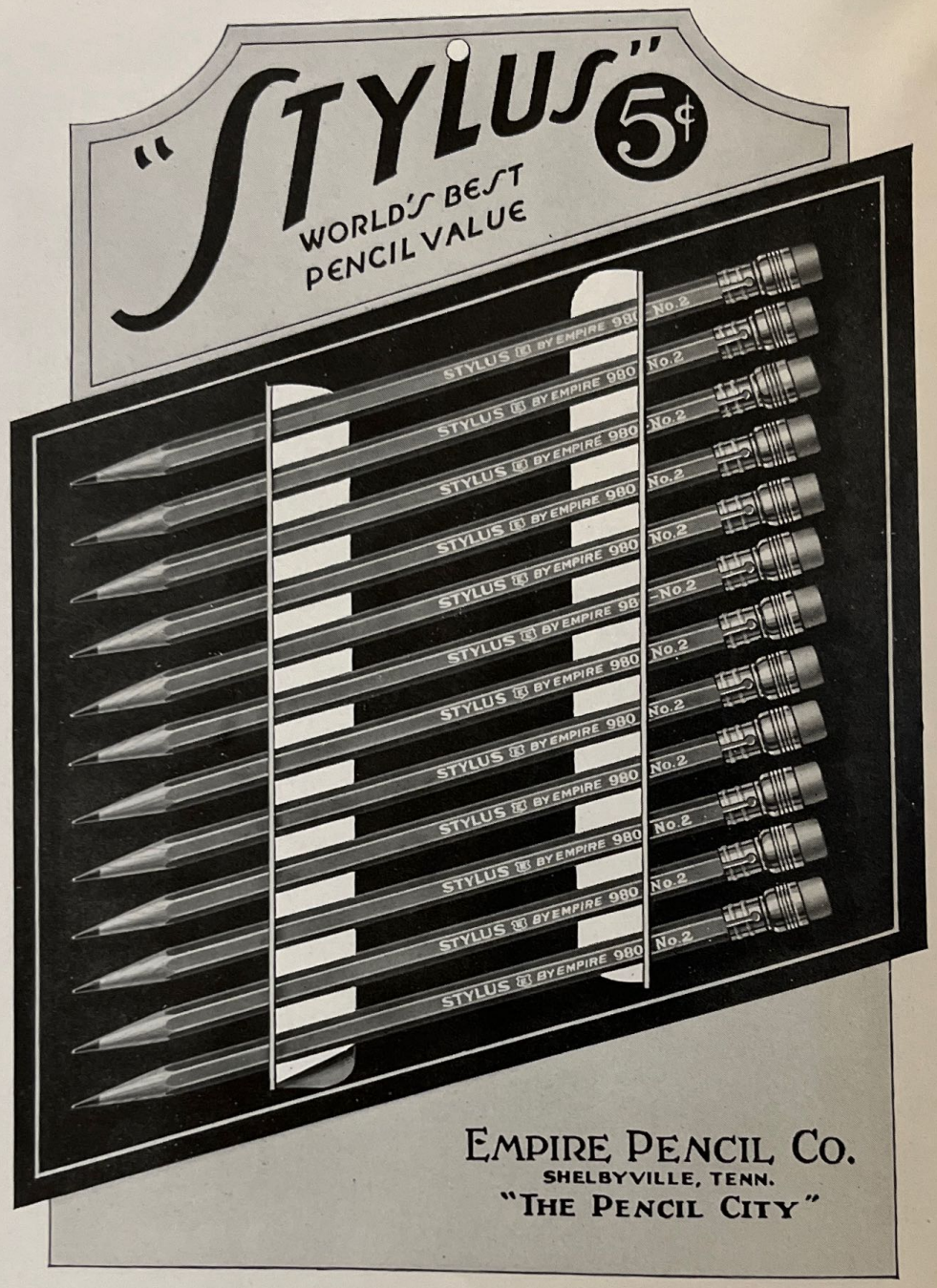
489 SPEED. Hexagon with round corners, cream pearl finish with decorated patented gilt tip, red eraser, with pocket clip. Degrees: 1, 2, 2F, 3 and 4. Packed in individual dozen boxes, ½ gross to a carton. (See Page 13.)

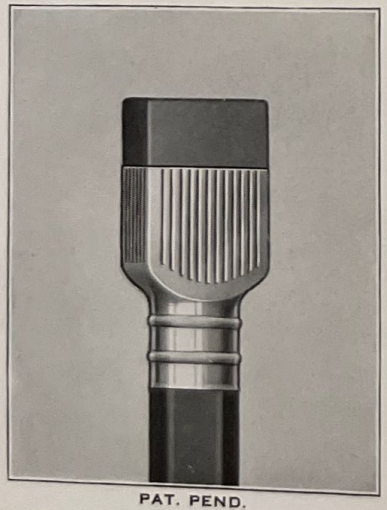
489-C SPEED. Same as above except packed 1 dozen on easel back display card.

490 SPEED. Same as No. 489 except yellow enamel finish.



527 PENCIL AND PROTECTOR. Round corner hexagon, grade 2, six inch pencil sharpened, with 2 inch gilt oversize, patented, decorated point protector and oversize red eraser. Packed one dozen on easel back display card, as illustrated, or 1 dozen in a box, ½ gross to a carton. (See page 12.)



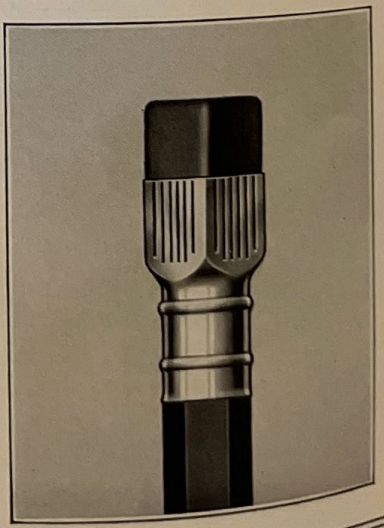


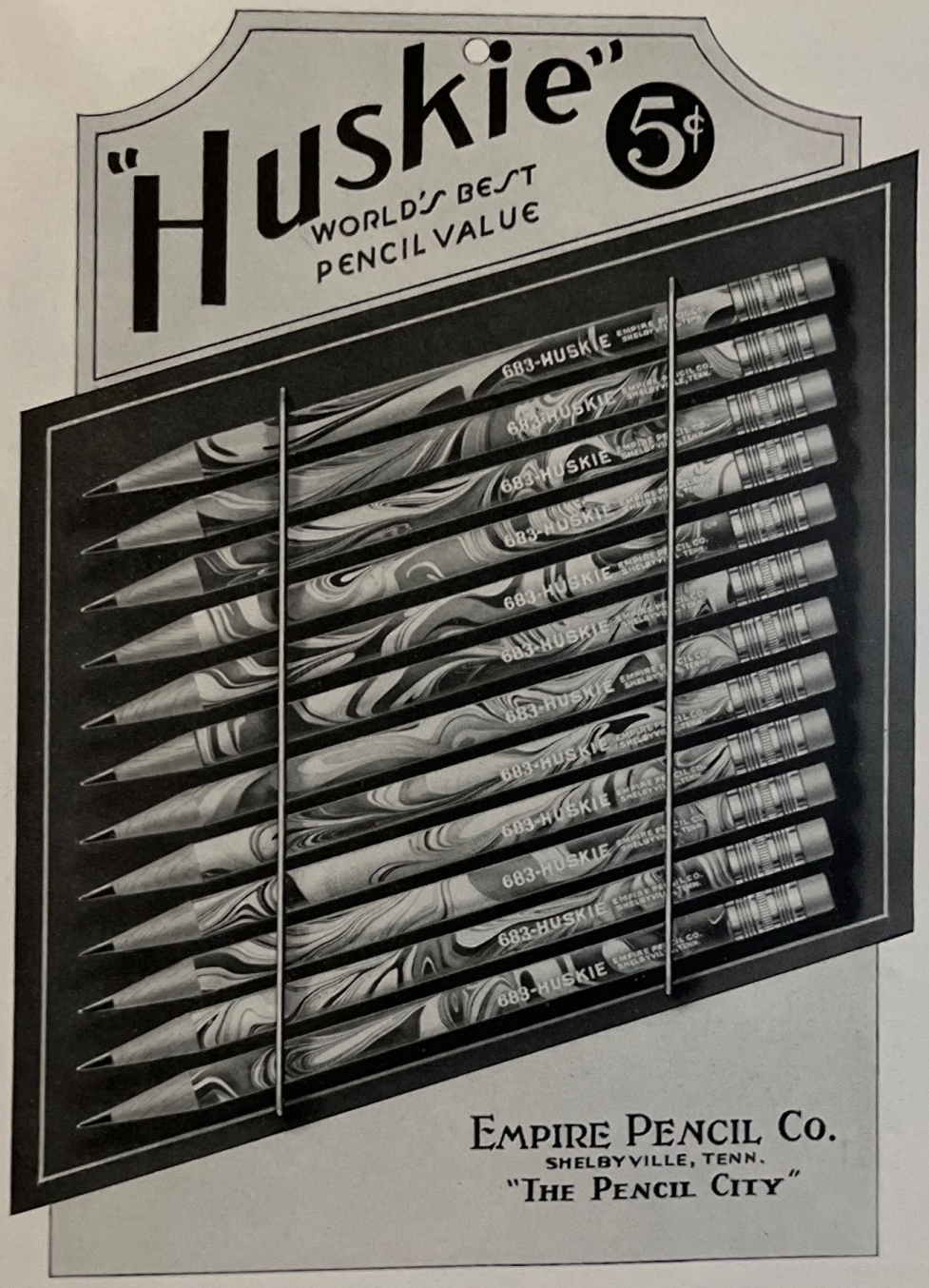
PAT. PEND.

980 STYLUS. Hexagon, assorted pin stripes, with oversize slip on ferrule and large red eraser. Banded in dozens, 1/2 gross flat display box or packed one dozen on easel back display card as illustrated.

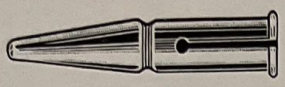
980-S STYLUS. Same as No. 980, except square ferrule and eraser, as illustrated.

980-F STYLUS. Same as No. 980, except oblong ferrule and eraser, as illustrated.





683 HUSKIE. Round, large diameter, thick lead, assorted marbleized finish with gilt tip and red eraser. Packed 1 dozen on easel back display card, as illustrated, or bulk 3 dozen in a box. (See page 18.)



65 POINT PROTECTOR. Gilt finish, tapered end, packed bulk, 1/4 gross in a box.

522 POINT PROTECTOR. With extra large eraser, 2 1/4" long, gilt with black ridges, with oversize red eraser. Packed 1/4 gross in a box.

573 GOLFWEL. Hexagon, 3 1/2" long, pointed, all yellow or assorted colors, untipped, packed one gross in a box.

574 GOLFWEL. Same as No. 573 except round.

575 GOLF. Same as No. 573, except 2 1/4" long, not printed.

265 SHORT POCKET. Hexagon, 3 3/4" long, pointed, with large red eraser, marbleized finishes. Packed bulk, 1 gross in a box.

600 PENCIL CLIP. Round, gilt finish, packed one gross in a box.

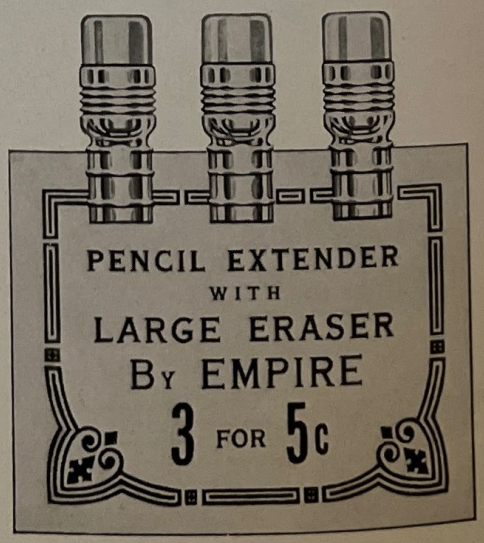
601 PENCIL CLIP. Hexagon, gilt finish, packed one gross in a box.

602 PENCIL CLIP. Hexagon, nickel finish, packed one gross in a box.

285 PENCIL CLIP. Hexagon, gilt finish, five mounted on a card. This number is an excellent 5c item. Packed 1/4 gross cards in a box.

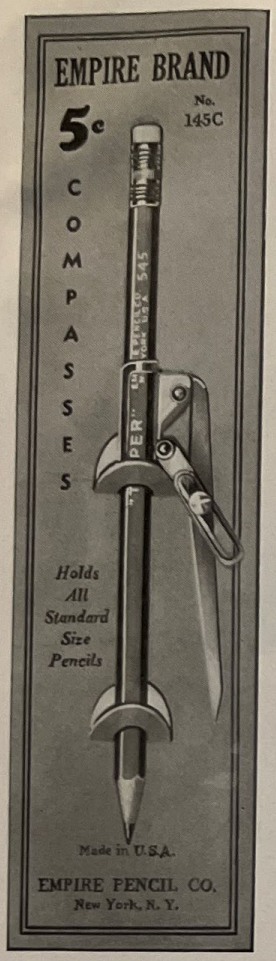
12 CAP ERASER. Oval wedge shape cap eraser, all red or assorted colors. Packed one gross in a box.

14 FLAT WEDGE SHAPE CAP ERASER. Red only. Packed one gross in a box.



506 EXTENDER TOPS. These tops fit any regular size pencil, will also fit over ferrules where rubber is worn off. Very popular number for school children. Three on a card, packed in cellophane envelopes, 1/2 gross cards in a box.

Miscellaneous Goods

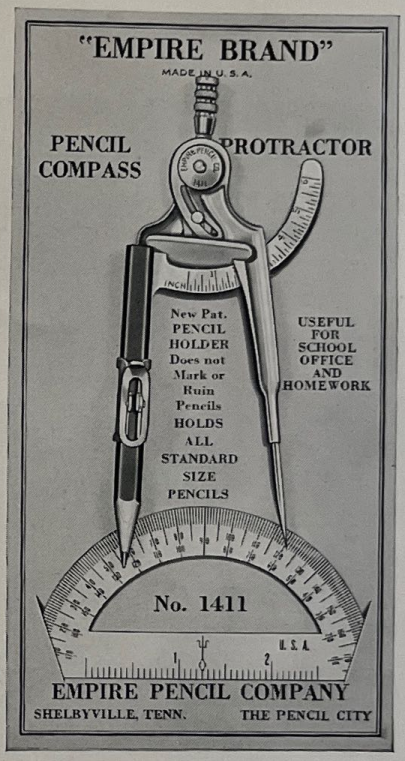


145-C COMPASS. Made of nickel plated steel, fitted with a good quality soft pencil. Mounted one on a card as illustrated, packed 1/4 gross in a box.

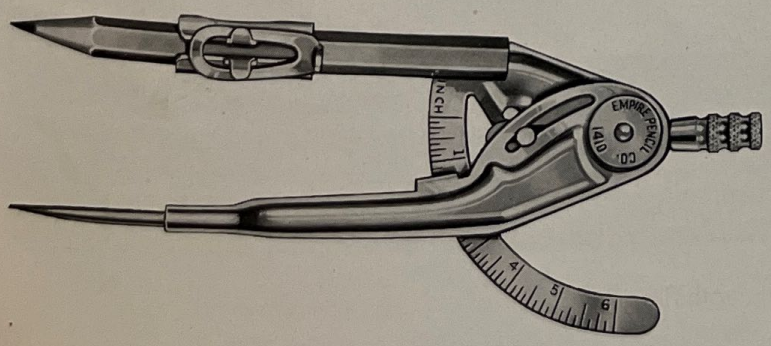
School Compasses

Empire Compasses
No. 1410
Made in U. S. A.
Pat. No. 623,331
EMPIRE PENCIL HOLDER Does Not Mark Or Ruin Pencils
EASY TO ADJUST
HOLDS ALL STANDARD SIZE PENCILS
PRICE
EMPIRE PENCIL CO., New York, U.S.A.

1410 COMPASS. Draws circle from 1/2" to 12" accurately. Mounted one on a card, as illustrated, packed dozen in a box.


"EMPIRE BRAND"
MADE IN U. S. A.
PENCIL COMPASS
PROTRACTOR
New Pat. PENCIL HOLDER Does not Mark or Ruin Pencils HOLDS ALL STANDARD SIZE PENCILS
USEFUL FOR SCHOOL OFFICE AND HOMEWORK
No. 1411
EMPIRE PENCIL COMPANY
SHELBYVILLE, TENN.
THE PENCIL CITY

1411 COMPASS AND PROTRACTOR. Mounted on a card, as illustrated, packed one dozen cards in a box.

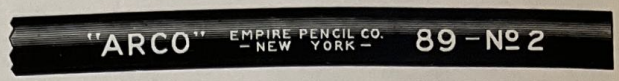


1410-B COMPASS. Same as No. 1410, only packed bulk, one dozen in a box.

145-U APEX. Hexagon, untipped, yellow finish. Degrees: 2, 2F, 3. Banded dozens, ½ gross in a box.

87 ARCO. Hexagon, untipped. Color — optional. Degrees: 2, 2F, 3, 4. Banded in dozens, ½ gross in a box.

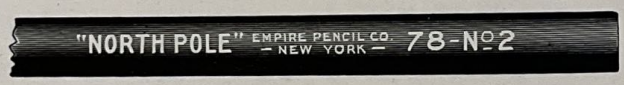
317 CORRECT WRITING. Round, untipped, Dark Red finish. An excellent pencil for school work. Degree 2. Banded in dozens, ½ gross in a box.



89-U ARCO. Round, untipped. Color — optional. Degrees: 1, 2, 2F, 3, 4. Banded in dozens, ½ gross in a box.

316 CORRECT DRAWING. Round, untipped, Green finish. Adaptable to school drawing purposes, also general newspaper work. Degree 1, banded in dozens, ½ gross in a box.

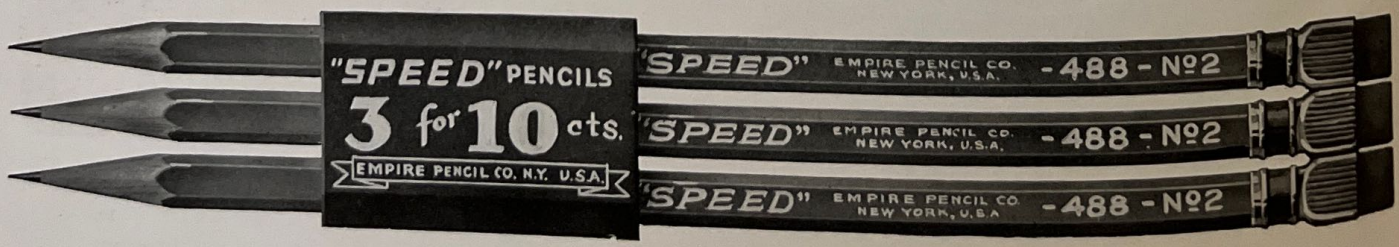
77-U NORTH POLE. Hexagon, untipped. Color — optional. Packed bulk, 1 gross in a box. Degree 2.



78-U NORTH POLE. Round, untipped. Color — optional. Degree 2. Packed bulk, 1 gross to a box.

"CHAMP"
PENCILS
WORLD'S BEST 3 for 5¢
"CHAMP" - EMPIRE PENCIL CO. NEW YORK, U.S.A. - 345 C
"CHAMP" - EMPIRE PENCIL CO NEW YORK, U.S.A - 345 C
"CHAMP" - EMPIPE PENCIL CO NEW YORK, U.S.A. - 345 C

345-C CHAMP. Hexagon, assorted colors, gilt tip, red eraser. Degree 2. Packed 3 in a holder, 1 gross packages in a box. An excellent 3 for 5c item.


"SPEED" PENCILS
3 for 10 cts.
EMPIRE PENCIL CO. N.Y. U.S.A.
"SPEED" EMPIRE PENCIL CO. NEW YORK, U.S.A. - 488 - Nº2
"SPEED" EMPIRE PENCIL CO. NEW YORK, U.S.A. - 488 - Nº2
"SPEED" EMPIRE PENCIL CO. NEW YORK, U.S.A - 488 - Nº2

488-P SPEED. All yellow, hexagon, with large decorated patented square ferrule and oversize red eraser. Packed 3 in a holder, 24 packages to a carton. (½ gross pencils.)

173 SCHOOL CRAYONS. Six 4¼" hexagon, assorted color wood covered crayons in attractive cut out box. Packed one dozen boxes in a carton.

178 SCHOOL CRAYONS. Same as No. 173 except eight 4¼" crayons in box.

MAP CRAYONS

CHILDREN'S FAVORITE

FUNNY FACE

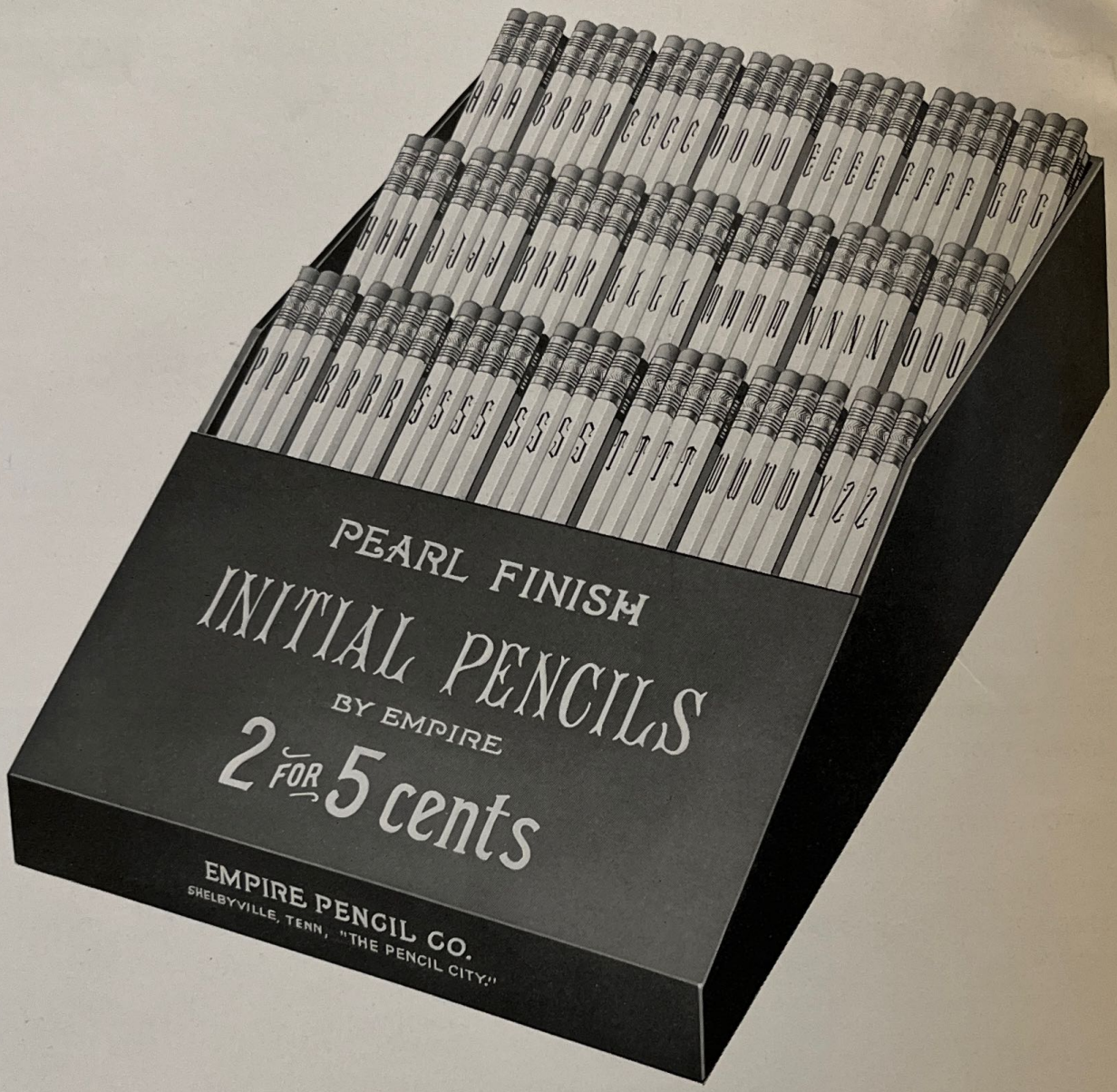
SCHOOL

CRAYONS

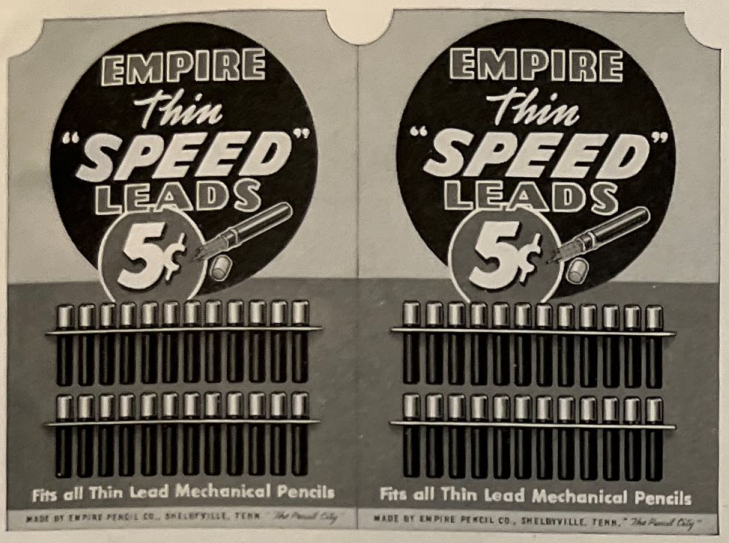
174 FUNNY FACE CRAYON BOX. Eight 4½" hexagon assorted color wood covered crayons in a cut out bright colored box. Packed one dozen boxes to a carton.

175 FUNNY FACE CRAYON BOX. Twelve 4½" hexagon, assorted color wood covered crayons in a cut out bright colored box. Packed one dozen boxes to a carton.

These pencils are hexagon shape — Ideal for school children, as they will not roll off desk.



500 INITIAL PENCILS. Hexagon, thin diameter, 6½" long, pointed, cream enamel finish with gilt tip, red eraser. (The ideal bridge pencil.) Packed in handsome counter display case, as illustrated. This case contains 1⅝ gross pencils and is given free of charge with first order. Assorted initials for refills can be ordered in any quantity at any time.



146-18E SPEED SHORT BLACK LEADS. 18 standard 1⅜" black leads. Medium degree, in metal tube with nickel cap. Packed 4 dozen tubes on counter display card.

146-12E SPEED SHORT BLACK LEADS. Same as above except 12 leads in tube.

146-R12E SPEED SHORT RED LEADS. 12 standard 1⅜" red leads, in metal tube with red cap. Packed 4 dozen tubes on counter display card.

146-R6E SPEED SHORT RED LEADS. Same as above except 6 leads in tube.

146-B12E SPEED SHORT BLUE LEADS. 12 standard 1⅜" blue leads, in metal tube with blue cap. Packed 4 dozen tubes on counter display card.

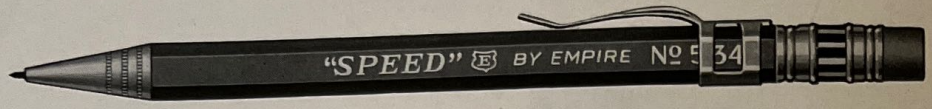
146-B6E SPEED SHORT BLUE LEADS. Same as above except 6 leads in tube.

4010-6E SPEED LONG BLACK LEADS. 6 black 4" leads in fluted wooden block in slide box. Packed one dozen on counter display card.

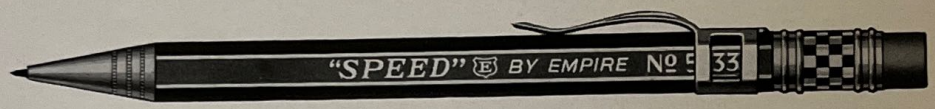
4010-3E SPEED LONG BLACK LEADS. Same as above except 3 leads in slide box.

63 EYEBROW PENCIL. Half length, round, blue mother of pearl finish, with black eyebrow lead, fitted with gilt point protector and decorated, patented metal cap. Packed one on a card, two dozen in a box.

64 EYEBROW PENCIL. Same as No. 63, except brown eyebrow lead.



534 SPEED MECHANICAL PENCIL. Hexagon shape, assorted pearl finishes, with decorated patented gilt tip and red eraser. Packed in bulk, ½ gross in a box.



533 SPEED MECHANICAL PENCIL. Hexagon, assorted pin stripes, with decorated patented gilt tip and red eraser. Packed in bulk, ½ gross in a box.

537 SPEED MECHANICAL PENCIL. Round, assorted metallic finishes, with decorated patented gilt tip and red eraser. Packed in bulk, ½ gross in a box.

538 SPEED MECHANICAL PENCIL. Round, mother of pearl finishes, with decorated patented square ferrule and large red eraser. Packed in bulk, ½ gross in a box.

538-P SPEED MECHANICAL PENCIL. Same as No. 538, except plain pearl finishes.

THIN REFILL LEADS

146-18 SPEED SHORT BLACK LEADS. 18 standard 1⅜" black leads, medium degree, in metal tube, with nickel cap, mounted on card, ½ gross tubes in a box, also available on counter display cards. See page 35.

146-12 SPEED SHORT BLACK LEADS. 12 leads in tube.

146-R12 SPEED SHORT RED LEADS. 12 standard 1⅜" red leads, in metal tube, with red cap, mounted on a card, ¼ gross tubes in a box, also available on counter display cards. See page 35.

146-R6 SPEED SHORT RED LEADS. 6 leads in a tube.

146-B12 SPEED SHORT BLUE LEADS. 12 standard 1⅜" blue leads, in metal tube, with blue cap, mounted on a card, ¼ gross tubes in a box, also available on counter display cards. See page 35.

146-B6 SPEED SHORT BLUE LEADS. 6 leads in tube.

4010-6 SPEED LONG BLACK LEADS. 6 black 4" leads in fluted wooden block in a slide box, ½ gross in a carton, also available on counter display cards. See page 35.

4010-12 SPEED LONG BLACK LEADS. 12 leads in slide box.

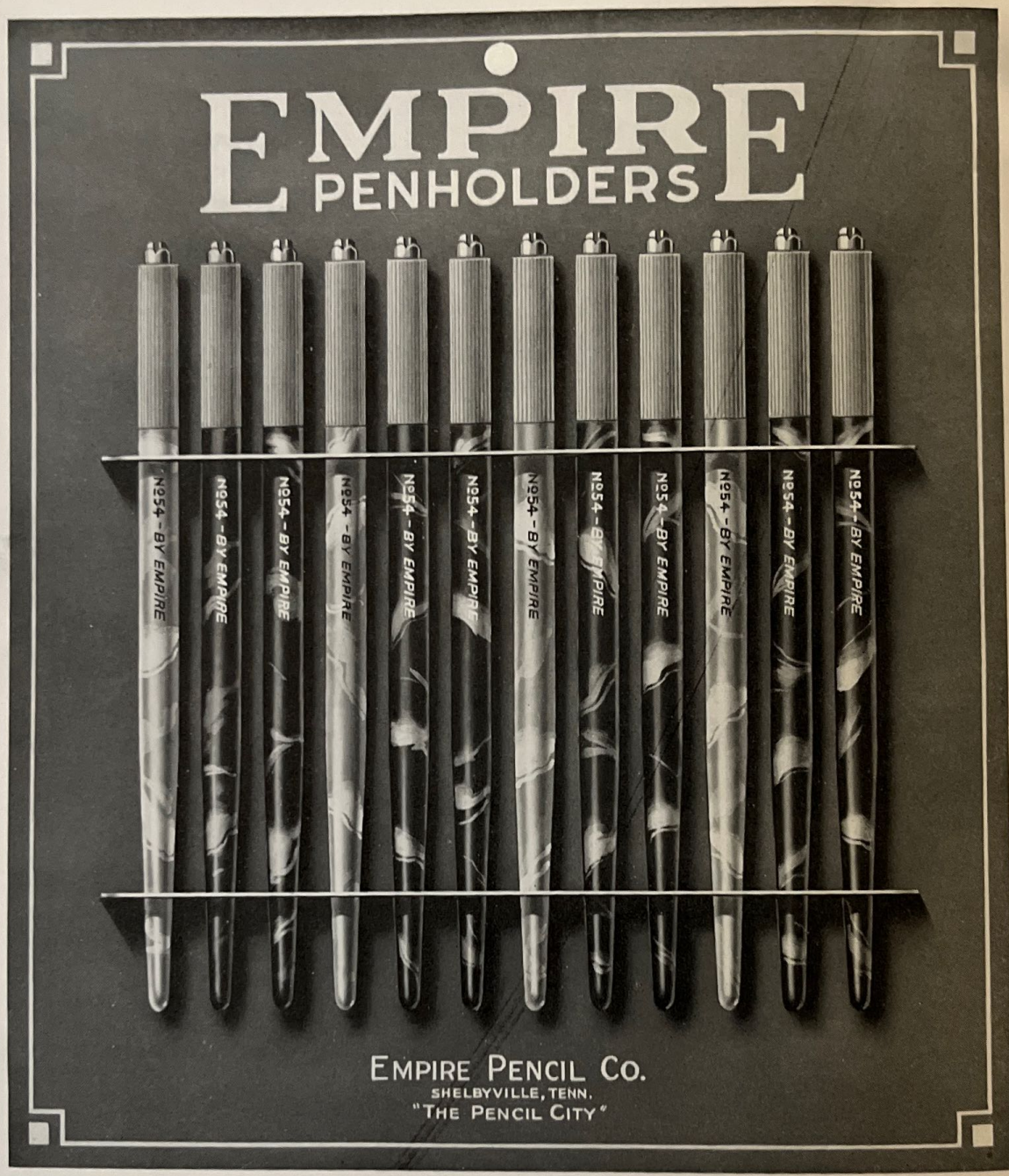
4010-3 SPEED LONG BLACK LEADS. 3 leads in slide box.

4011-4 SPEED LONG RED LEADS. 4 red, 4" leads in fluted wooden block in a slide box, ½ gross in a carton.

4011-6 SPEED LONG RED LEADS. 6 leads in slide box.

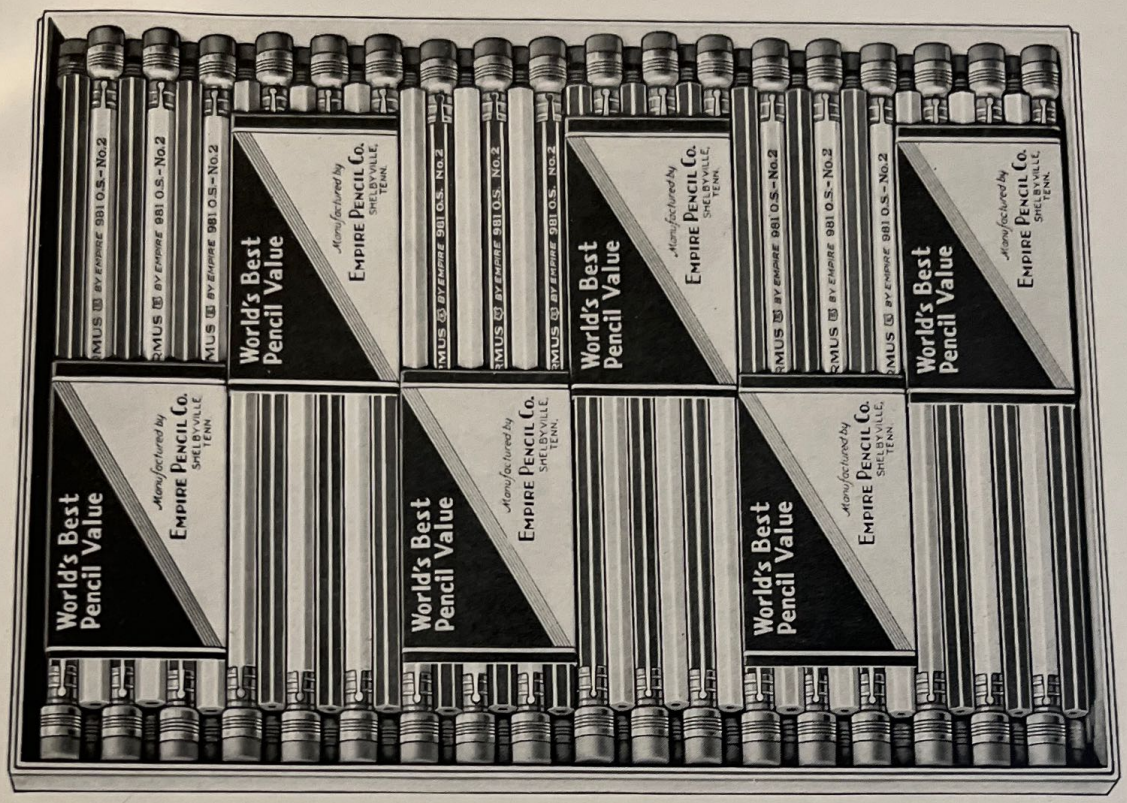
4012-4 SPEED LONG BLUE LEADS. 4 blue, 4" leads in fluted wooden block in a slide box, ½ gross in a carton.

4012-6 SPEED LONG BLUE LEADS. 6 leads in slide box.



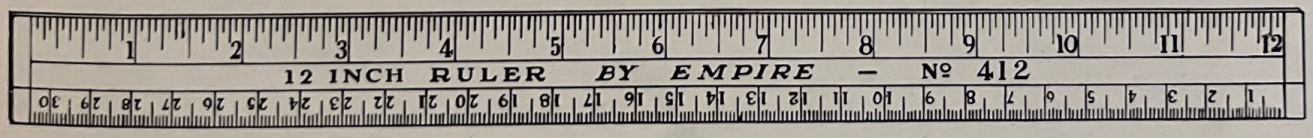
54 PENHOLDER. Highly polished, assorted marbleized finishes. Packed 1 dozen in a box or 1 dozen on card, as illustrated, ½ gross to a carton.

25 PENHOLDER. Assorted color combination wood penholders, metal insert, nickel pen point, packed 1 gross in a box.

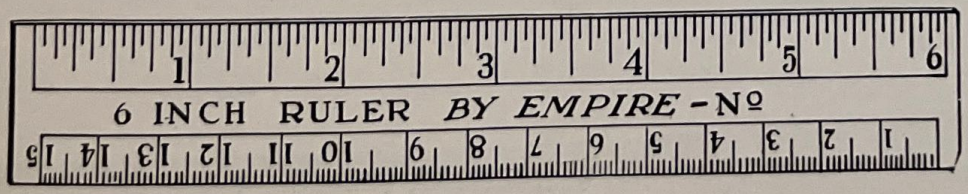


981 NORMUS. Hexagon, assorted finishes, with white pin-striped edges, removable, oversize, slip-on, gilt tip, red eraser. Degrees: 2 and 3. Banded dozens, ½ gross in flat display box.

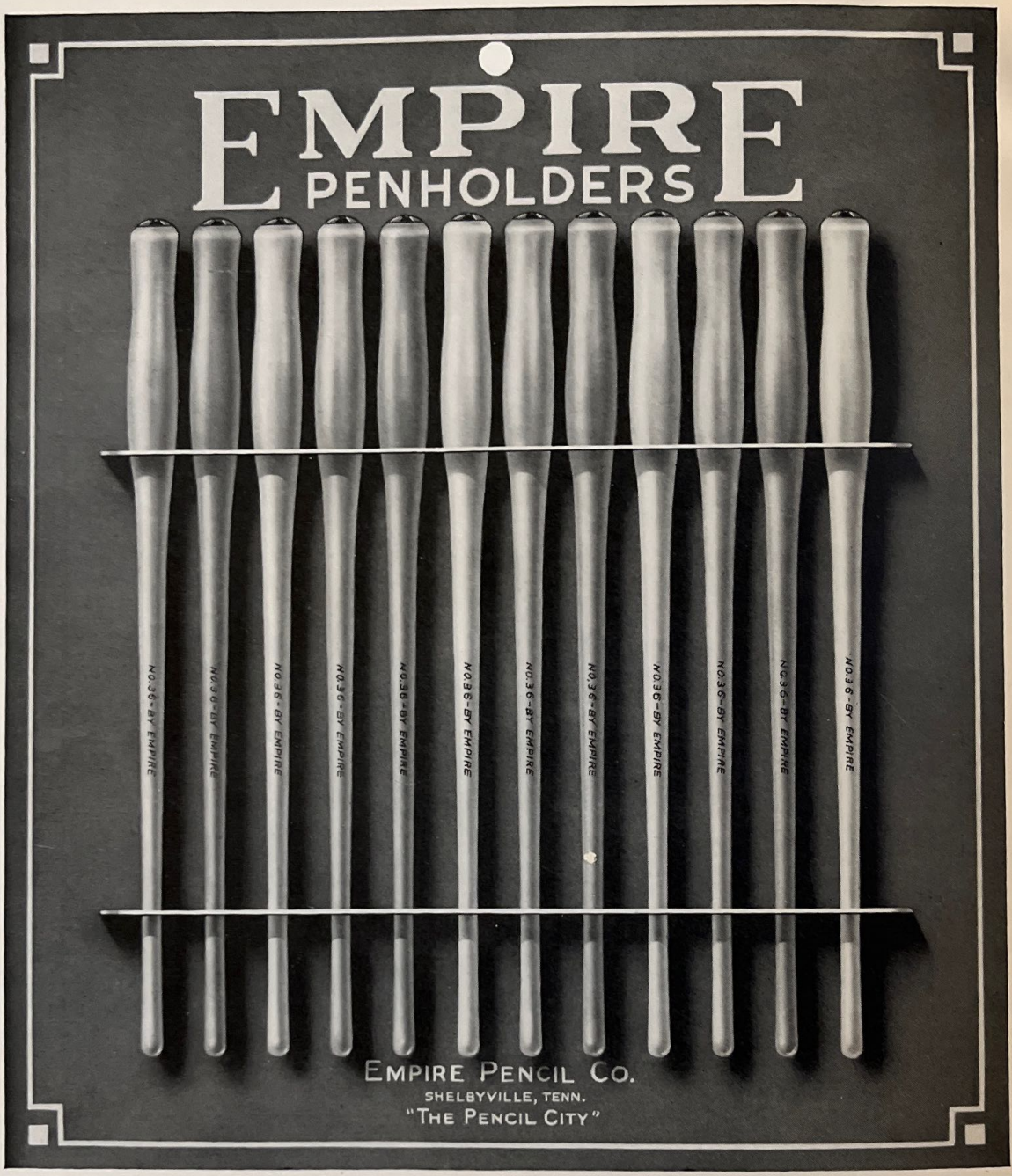
NOTE — the removable oversize tip has a decided advantage over all attached oversize tips, insofar that after the pencil is used the oversize removable tip can be put on any untipped pencil or slipped over the ferrule of any regular tip pencil on which the eraser has worn off.

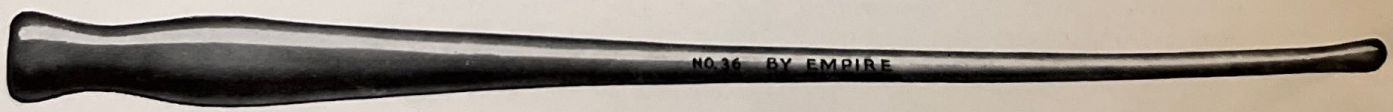


412 12-INCH RULER. Transparent flexible celluloid ruler, assorted clear and amber, each mounted on individual card, packed one dozen to box.

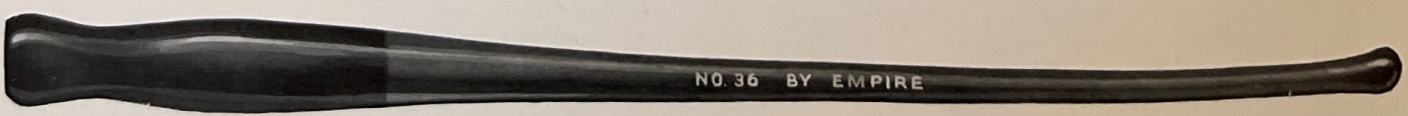


212 6-INCH RULER. Transparent flexible celluloid ruler, assorted clear and amber, each mounted on individual card, packed one dozen to box.





6-36 PENHOLDER. Pearl Metallic, assorted colors. Packed one dozen in a box, also doz. on a card, 1/2 gross in a box.



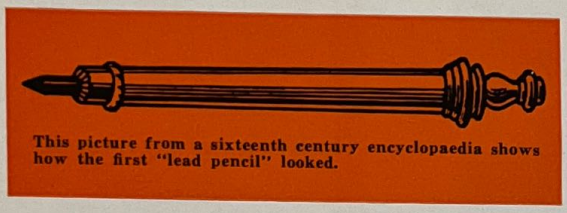
36 PENHOLDER. Assorted colors with black grip. Packed one dozen in a box, also doz. on a card, 1/2 gross in a box.

EVOLUTION OF THE LEAD PENCIL

EMPIRE PENCIL CO., SHELBYVILLE, TENN., "*The Pencil City*"

It is interesting to note that the name "lead pencil" is, in reality, a misnomer — since pencils are no longer made of lead. There was a time, hundreds of years ago, when lead was used for writing purposes, and the name persists as a relic of the first stages of pencil making when lead was the marking material.

The discovery of a pure bed of graphite in Borodale, England, in 1564 brought about the first real revolution in writing. The discovery of the bed came about quite by accident. Some peasants noticed that when a certain oak tree was rocked by the wind, a fine glistening powder could be seen at its base. Investigation revealed a graphite vein of such purity that it could be cut into slabs and used without any admixture. At first, the graphite was used for marking sheep — undoubtedly a forerunner of our own method of branding cattle. Soon, the fame of the new product spread like wildfire and "black lead" became the universal writing material.



This picture from a sixteenth century encyclopaedia shows how the first "lead pencil" looked.

For more than two centuries, the Borodale vein supplied all the pencils in the world and was considered so valuable that soldiers were made to stand guard over it.

In the middle of the 17th century, it was seen that such intensive mining would soon exhaust the vein. Exportation of pencils from England was stopped; the price of pencils reached a new high.

Finally, the vein gave up its yield and the world began looking for a substitute. Graphite could be found everywhere, but not in the pure state of the Borodale mine. The impurities could be removed, but required a binder to hold the graphite together.

It remained for a Frenchman, Jacques Conte, to discover, in 1795, that graphite — with the impurities removed — could be mixed with clay in proper proportions and manufactured into a very satisfactory pencil. A distinct advantage over the Borodale pencil was developed through Conte's discovery — namely, that the hardness and softness of the pencil could be controlled by limiting the amount of clay added to the graphite. The hardness was heretofore entirely dependent upon the natural state of the graphite in the Borodale mine. Equal parts of clay and graphite made a hard pencil, while the ordinary pencil has seven parts of clay to ten parts of graphite. Conte's principle was very simple and is used to this day in the making of pencils. Graphite was mixed with a highly refractory clay in liquid suspension. The particles were well mixed, the liquid drained off and the mass pressed into molds which were subjected to high temperatures. The sticks of graphite were then placed in small grooves in boards and fashioned into the crude pencils of that time. This process with modern, scientific improvements, still prevails. Empire uses 100% Celon Graphite exclusively. This, we consider the purest graphite in the world, costing about twice as much as ordinary graphite. We make our own leads in America's newest, most up-to-date, exclusive lead plant.

HOW EMPIRE PENCILS ARE MADE

Empire pencils are made by a method approximating the Conte process, although modernized through scientific research and production equipment.

The kind of clay used is one of the most important factors in making lead as it must be thoroughly plastic. Mixing clay and graphite is a long, slow process and much depends on the way it is treated. The materials are refined mechanically and chemicals ground in thoroughly to eliminate any impurities. These materials are very carefully mixed and then ground together in mills, sometimes as long as 144 hours, depending on the quality of the leads to be produced.

When the clay and graphite become thoroughly mixed and has the consistency of dough, it is forced under pressure of approximately 75 lbs. through heavy steel cylinders in the bottom of which are sapphire or diamond dies of the proper gauge for the thickness of lead desired.

When the leads come out of the dies, they have the appearance of old-fashioned shoe strings. These "strings" are straightened and cut to the proper lengths while they are still soft; are then placed in crucibles and subjected to 2,000 degrees of heat. This tempers and toughens the lead in much the same manner that steel is hardened. This step in the process of making Empire leads is performed with the greatest care by skilled, experienced workmen, for application of heat is an important factor in determining the uniform hardness of pencil lead.

FIGURE ONE

FIGURE TWO

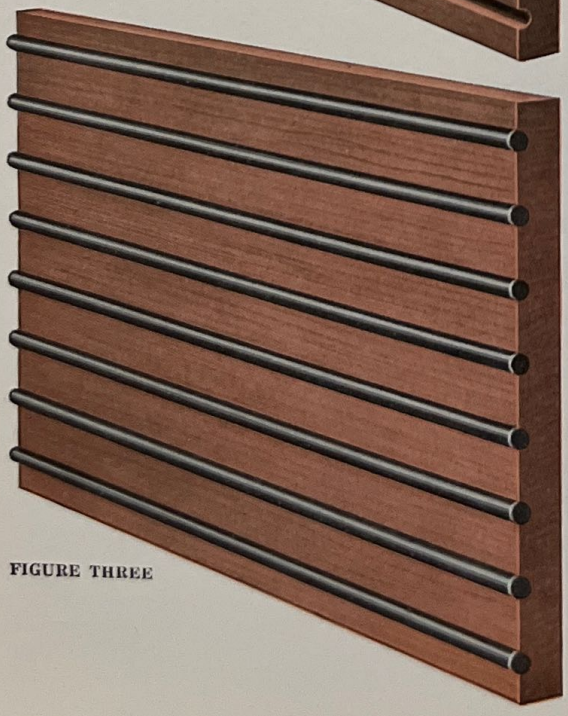


FIGURE THREE

PROCESSING THE WOOD

For many years all the wood used in the manufacture of pencils in the United States was of Tennessee Cedar. In recent years this supply has become exhausted and most of the pencils are now made from Oregon or California incense cedar. Empire processes the cedar wood used in its pencils by impregnating specially selected waxes into the wood so that it will be easier for the user to cut. The wood is then cut into "slats," slightly longer than the desired length of the pencil, thicker than half a pencil and wide enough for making several of them at once.

CUTTING THE GROOVES

A great many people have wondered how a manufacturer of pencils *gets the lead into the pencil.* As a matter of fact, the lead is not put into the pencil; instead, the wood of the pencil is assembled around the lead. Each "slat" constitutes one-half a pencil and the lead is the meat of the sandwich between two "slats." The first step in this operation is to groove the "slats" lengthwise with a special machine. These grooves must be an exact semi-circle and the same depth the entire length of the "slat." This is necessary so the leads will fit tightly and evenly "without breaking" when they are sandwiched between the two "slats."

LEADING THE PENCIL

The "leading" of pencils (placing the lead into the wooden grooves) is a hand operation calling for skilled operators with great dexterity and speed. A large number of leads are held in the right hand and with one quick movement, so quick that the eye can scarcely follow it, eight leads are separated from the others, laid on the "slat" and rolled into the grooves with the left hand. The leaded "slat" is next glued to another slat correspondingly grooved. The completely assembled block is then placed in a press so that the glue will "set."

SHAPING THE PENCIL

After the "slats" have been assembled, the next operation is to shape the pencil. Most pencils today are either round or hexagonal (six sided). Shaping the pencil is probably the easiest step in the process of manufacturing since it is entirely automatic. The "slats" are fed into a special machine composed of knives which revolve at the rate of more than 10,000 revolutions a minute. The pencils then move to the painting and varnishing departments where they receive sometimes as many as 15 coats of paint before the ferrules are attached.

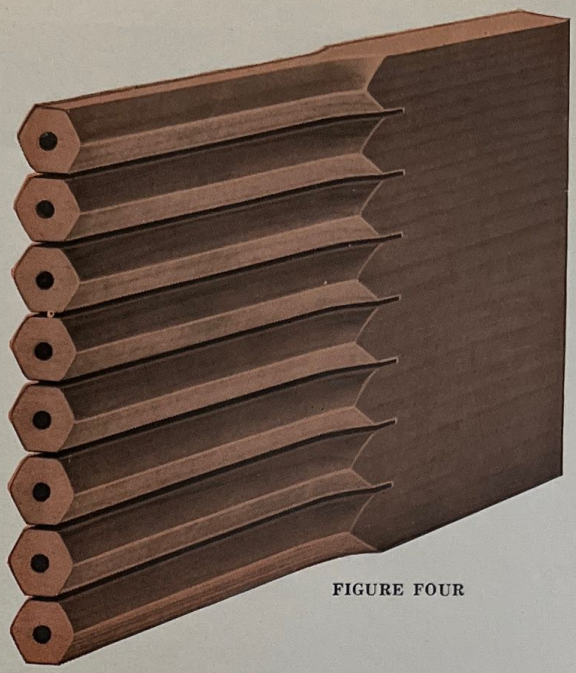
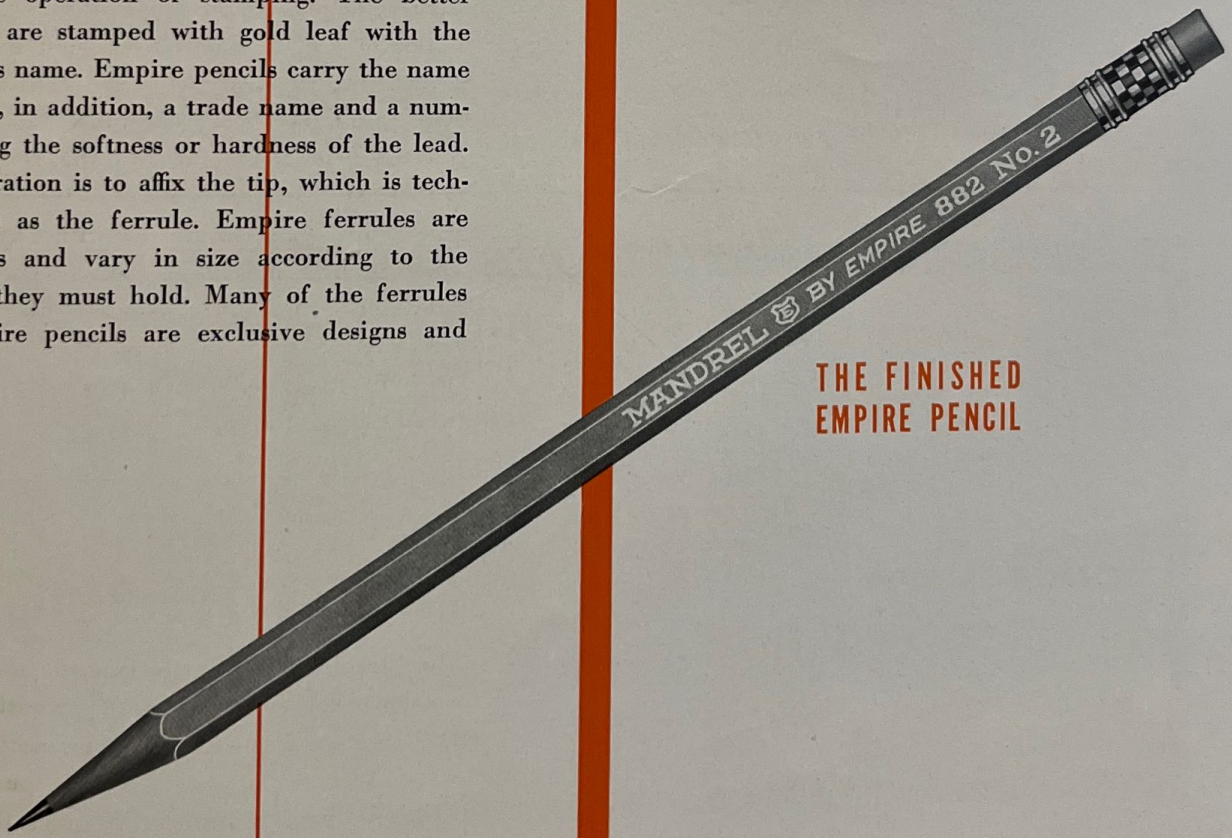


FIGURE FOUR

PENCIL FERRULES

After the pencils are varnished or painted, they are ready for the operation of stamping. The better grade pencils are stamped with gold leaf with the manufacturer's name. Empire pencils carry the name "Empire" and, in addition, a trade name and a number designating the softness or hardness of the lead. The final operation is to affix the tip, which is technically known as the ferrule. Empire ferrules are made of brass and vary in size according to the eraser which they must hold. Many of the ferrules used on Empire pencils are exclusive designs and are patented.



THE FINISHED EMPIRE PENCIL

SCHOOL PENCILS

Statistics show that 25% of the people in the United States are in school. Consequently some time and study should be made of the requirements of this great pencil outlet.

A pencil of a large diameter is usually recommended for small children just learning to write as it induces a free-arm action instead of a cramped style brought about by trying to draw the letters. Empire Pencil Co. of Shelbyville, Tenn. — "The Pencil City," manufactures two such pencils — No. 808 Study and No. 683 Husky. Funny Face crayons are ideal pencils for this purpose and are outstanding numbers by Empire, used by school children for coloring maps, drawing, etc.

In many sections of the country, pencils are furnished by the board of education, and in such instances are usually furnished without tips. Objection to the tips is due to the habit of children putting the eraser in their mouths and also the belief that carelessness may be induced when the child has an eraser too close at hand.

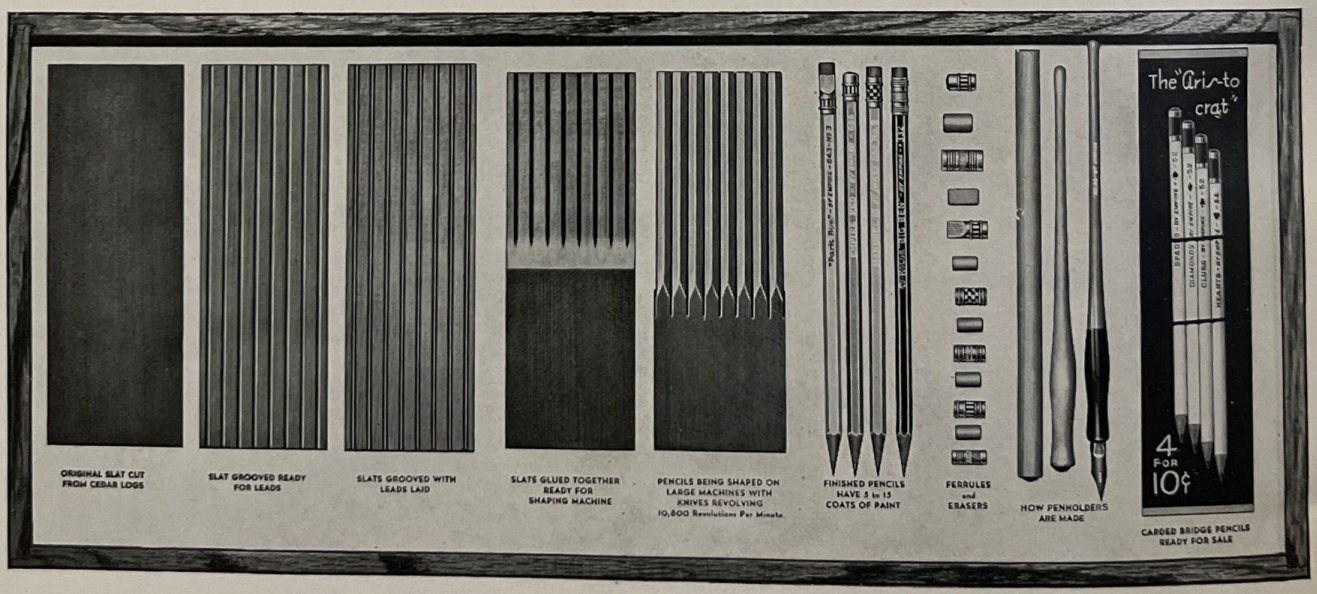
COPYING OR INDELIBLE PENCILS

These, as the name implies, are used in those cases where an impression copy through carbon paper, or where indelible writing is desired. In many states indelible writing is considered legal in signing checks, documents, etc.

COLORED PENCILS

Pencils with colored leads are used a great deal for checking and by engineers and artists in their work. Usually the colored pencils are red, green, blue or a combination of two colors with red on one end and blue on the other. Empire makes a complete line of colored pencils including China Marking Crayons.

A complete line of Empire Brand Pencils can be purchased in all first class stationery stores.


ORIGINAL SLAT CUT FROM CEDAR LOGS
SLAT GROOVED READY FOR LEADS
SLATS GROOVED WITH LEADS LAID
SLATS GLUED TOGETHER READY FOR SHAPING MACHINE
PENCILS BEING SHAPED ON LARGE MACHINES WITH KNIVES REVOLVING 10,800 Revolutions Per Minute
FINISHED PENCILS HAVE 3 to 13 COATS OF PAINT
FERRULES and ERASERS
HOW PENHOLDERS ARE MADE
The "Cris-to crat"
4 FOR 10¢
CARDED BRIDGE PENCILS READY FOR SALE

SEE THIS UNUSUAL EXHIBIT!

Is a pencil cut from a solid piece of wood? How is lead put into a pencil — or is the wood put around the lead? What are pencil "slats," "ferrules," etc.? You can see the answers to these and many other questions in the fascinating exhibit arranged for you by the Empire Pencil Co., Shelbyville, Tenn., "The Pencil City." Pictured above is a special display case in which the exhibit is shown. Ask to see it at your neighborhood stationery store! It's unusual — interesting — educational! Tell your friends not to miss it! (Both young and old.)

This exhibit offers just the kind of educational material that modern schools want. Stationery stores will lend it gladly to schools for educational purposes.

EMPIRE PENCIL COMPANY

SHELBYVILLE, TENNESSEE

"The Pencil City"